

THE NATIONAL Provisioner

THE MAGAZINE OF THE

Volume 103

Meat Packing and Allied Industries

Number 8

AUGUST 24, 1940

Outstanding in **QUALITY·FLAVOR·TEXTURE**

KINLESS

IND COUNTRY
AVOR

POPULAR
PEAL

PROFITABLE

O. R. B. POLISH STYLE HAMS

These are the cooked hams which are nationally famous for their finer flavor and texture—produced by methods which assure the utmost in taste appeal and tenderness. They are well established in popular favor—and proven profit makers!



DELICIA Brand
POLISH STYLE
COOKED HAM

..it's skinless!

A ham to boost your ham volume and profits! DELICIA Brand Polish Style Ham has been developed by us to match the flavor and texture of the finest imported product. It is manufactured under our direct supervision, by rigid methods of control which assure uniformly high quality! DELICIA Cooked Ham meets the popular demand for the continental-type product which had such wide acceptance in this country—and offers the added advantage of being skinless. It is priced to yield attractive profits, and sold under proper sales protection. Write for details!

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"That Delicious, Tasty, Tangy Flavor"

**BUFFALO
VACUUM
AND
STANDARD
MIXERS**



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Yes—through increased advertising, the great American public is becoming sausage-minded; consumption is rapidly growing.

The newly won-over housewife, however, is quality and brand conscious. She won't be fooled many times.

In hundreds of sausage kitchens BUFFALO

Mixers play an important part by protecting and increasing this profitable market.

Scientific BUFFALO paddle arrangement, shape, and mixing system mean uniformly flavored batches, with all the ingredients rapidly, intimately mixed. Each individual link has the same flavor, same high quality.

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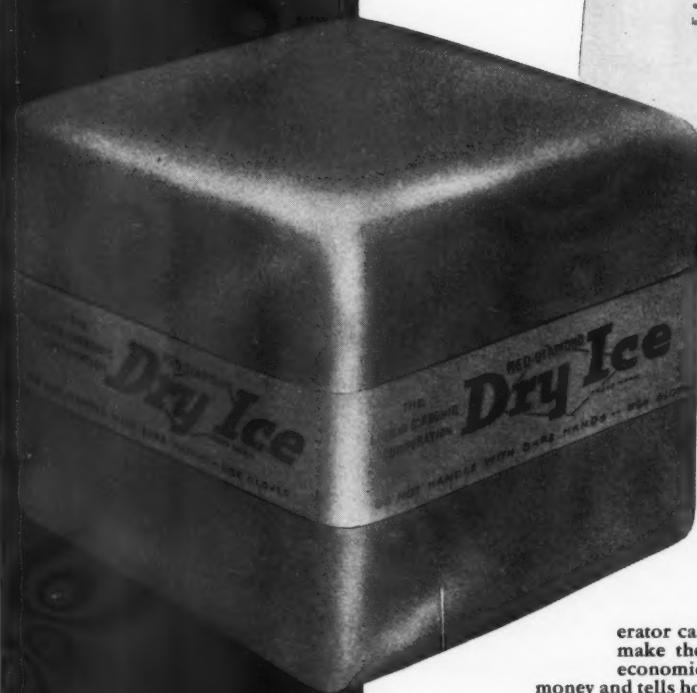
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612 Elm St., Dallas

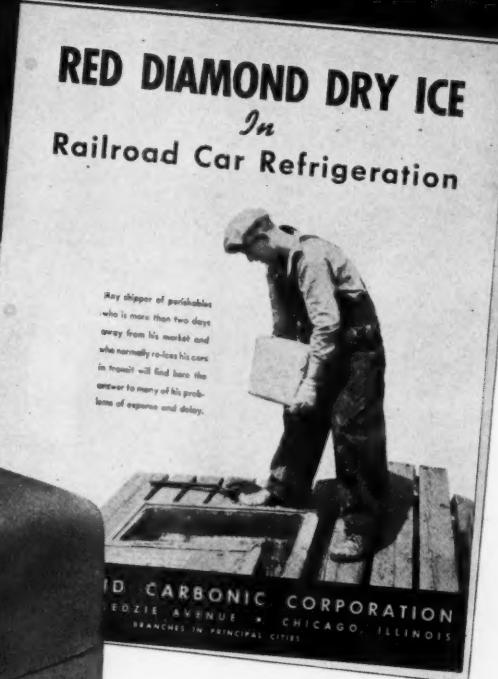
BUFFALO, N. Y.

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360 Troutman St., Brooklyn, N. Y.

Here's All the Equipment Needed to ELIMINATE TRANSIT ICING



OVER 75
PRODUCING PLANTS AND
DISTRIBUTING POINTS
IN NORTH AMERICA!



• This is an important message to every packer far enough from any part of his market to require re-icing shipments in transit. He is urged to check into all details on Red Diamond Dry Ice in combination with water ice —now doing an impressive job of cutting shipping delays and costs.

By the method described in a late bulletin on Railroad Car Refrigeration no extra equipment is needed to eliminate transit icings. This is effective for shipments with an arrival temperature between 35° and 40°, and covers them up to 6th morning delivery. This bulletin, sent on request, tells how leading refrigerator car operators co-operated with Liquid engineers to make the method simple, safe and practical, as well as economical. It gives examples of savings in time as well as money and tells how to use it with every type of car as well as trucks.

Always to be remembered also is Red Diamond's plus value for preserving meat shipments: It evaporates in the form of carbon dioxide, which retards surface bacterial growth and slime, preserving "bloom" and commanding good prices. Send the coupon for complete explanatory bulletin.

THE LIQUID CARBONIC CORPORATION

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3110 S. Kedzie Ave., Chicago, Ill.

Please send latest Bulletin, "Red Diamond Dry Ice in Railroad Car and Truck Refrigeration." Also send directory list of Red Diamond Icing Points. Have a representative call.

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THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries



Official Organ Institute of American Meat Packers

Volume 103

AUGUST 24, 1940

Number 8

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★

DAILY MARKET SERVICE

(Mail and Wire)

E. T. NOLAN

C. H. BOWMAN

Editors

The National Provisioner Daily Market Service reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 So. Dearborn St., Chicago.

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PROMOTION AND CIRCULATION
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ADVERTISING REPRESENTATIVES

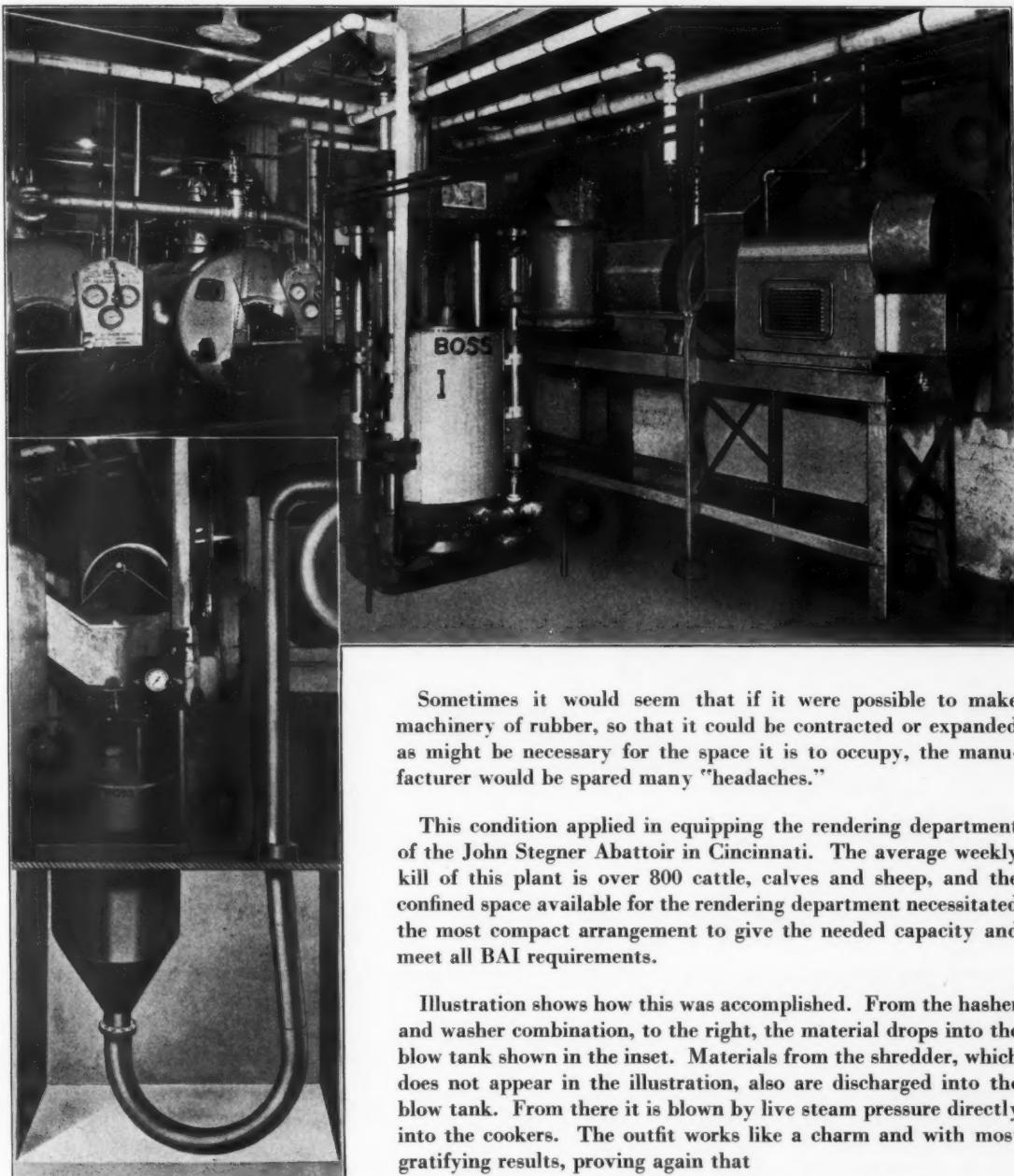
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COMPACT "BOSS" RENDERING INSTALLATION



Sometimes it would seem that if it were possible to make machinery of rubber, so that it could be contracted or expanded as might be necessary for the space it is to occupy, the manufacturer would be spared many "headaches."

This condition applied in equipping the rendering department of the John Stegner Abattoir in Cincinnati. The average weekly kill of this plant is over 800 cattle, calves and sheep, and the confined space available for the rendering department necessitated the most compact arrangement to give the needed capacity and meet all BAI requirements.

Illustration shows how this was accomplished. From the hasher and washer combination, to the right, the material drops into the blow tank shown in the inset. Materials from the shredder, which does not appear in the illustration, also are discharged into the blow tank. From there it is blown by live steam pressure directly into the cookers. The outfit works like a charm and with most gratifying results, proving again that

"BOSS" gives Best Of Satisfactory Service



The Cincinnati Butchers' Supply Company

824 Exchange Ave., U. S. Yards,
Chicago, Ill.

*Mfrs. "BOSS" Machines for Killing,
Sausage Making, Rendering*

FACTORY:
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PREFERRED

FOR ALL FAST CURING

MADE ONLY BY

THE PRESERVALINE MANUFACTURING CO., BROOKLYN, N.Y.

Established 1877

The Latest Development in Sausage Casings

Sylph-Thin

(TRADE MARK)

“Quality's Best Attire”

For All Pre-Processed Meats

SYLPH-THIN is the result of careful research development based on the knowledge of the exact requirements of the packer.

Its special characteristics are:

- Lightness Plus Strength
- Increased Controlled Stretch
- Transparency and Sheen

SYLPH-THIN has everything required of a casing to give you not only extra quality and extra value in production, but it will mold your products in shapely, attractive packages that will sell.

SYLPH-THIN casings are not offered for emulsion products and “stuffed” meats. For these we continue to recommend SYLPHCASE* casings which are heavier.

A sample lot, without cost to you, will convince you. Sylvania salesmen will give you full particulars regarding their use.

*Reg. U. S. Pat. Off.



Sylph-Thin

Uniformity, Visibility, Strength

SYLVANIA INDUSTRIAL CORPORATION

SYLPHCASE DIVISION

Executive and Sales Offices 122 E. 42nd St., New York — Works Fredericksburg, Va.

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CANADIAN AGENT—Victoria Paper and Twine Co. Ltd.—TORONTO—MONTREAL—HALIFAX

THEY'RE YOUR CUSTOMERS, IF...



You Sell the
Sausages they
**LIKE
TO
BUY!**



● One of the most important advantages sausage can have is to *look* appetizing . . . to have the attractive, well-filled appearance it has in Armour's Natural Casings!

These finely graded casings cling tightly to the sausage meat—*continue* to cling tightly until they are finally eaten!

Too, Armour's Casings are *natural* protectors of your product's flavor and juiciness.

They play a part in gaining that flavor, be-

cause their porous texture permits the smoke penetration you want . . . giving sausage the tangy smoked taste your customers demand!

All in all, we sincerely believe Armour's Natural Casings are your logical choice. A complete line is always available to satisfy your needs. Phone your Armour Branch House today for up-to-the-minute quotations, and fast, efficient service.

MAKE SURE . . . USE

ARMOUR'S NATURAL CASINGS

ARMOUR AND COMPANY • CHICAGO

This Week's NEWS HIGHLIGHTS

Activity in Meat Campaign to Begin in Late September

WITH the appearance of the first of a series of full color advertisements in leading magazines, distribution of a vast amount of point-of-sale advertising material, and initiation of vigorous merchandising programs on the part of individual meat packing companies, the first phase in the proposed national advertising and merchandising program of the meat packing industry will get under way during the latter part of September and the early part of October.

In its attempt to place "meat on the table" more often, the American meat packing industry will move into action with a two-page spread featuring meat in all of its delicious, appetizing and healthful appeal in two of America's leading weekly publications. Leading newspapers throughout the country also will carry the same message.

Ads in Newspapers

The proposed plan for the first several months of the campaign calls for a series of several one- and two-page full color advertisements in leading weekly and monthly periodicals which reach a consuming audience mounting into millions.

In addition, newspapers in key cities throughout the United States will carry messages concerning the food value and health providing qualities of all meat products.

The advertising program will attempt to do three important things: 1) to show that meat is a recently discovered and important source of vitamins (this is in addition to the already well-known facts concerning the proteins, minerals and other qualities it possesses); 2) to show that meat can be served in a variety of ways, and that there are many cuts of meat which are economical and thrifty, and at the same time, delicious and appetizing; 3) to educate not only the housewives but also to draw to the attention of dietitians, physicians, dentists, nurses and others in the health field, as well as retail meat dealers, the many healthful and whole-

(Continued on page 36.)

Campaign Presentations in Midwest & East

BEGINNING next week, the presentation of the proposed meat advertising program of the Institute of American Meat Packers will be made to meat packers in the Middle West and East. The first meeting will be held in St. Louis on Monday, August 26, at 6:30 p.m. in the Missouri Athletic Club. Other meetings will be held at the following cities:

CINCINNATI, O.—Wednesday, August 28, 6 p.m., Netherland Plaza hotel.

LOUISVILLE, KY.—Thursday, August 29, 6 p.m., Kentucky hotel.

ROCHESTER, N. Y.—Wednesday, September 4, 6 p.m., Hotel Rochester.

NEW YORK, N. Y.—Monday, September 9, 6:30 p.m., Pennsylvania hotel.

PHILADELPHIA, PA.—Wednesday, September 11, 6:30 p.m., Bellevue-Stratford hotel.

BALTIMORE, MD.—Friday, September 13, 6:30 p.m., Hotel Emerson.

Wallace Resigns; Wickard Nominated for Secretary

Following the resignation of Henry A. Wallace as Secretary of Agriculture, President Roosevelt this week nominated Claude R. Wickard, Under Secretary, as his successor. The nomination has been sent to the Senate for confirmation. Mr. Wickard graduated from Purdue university in 1915 and then managed the 380-acre Indiana farm on which he was born.

He served on an agricultural committee in 1933 which drafted a corn-hog program and in the same year entered the Department of Agriculture as assistant chief of the Agricultural Adjustment Administration's corn-hog section. Mr. Wickard had been Under Secretary since last winter. He was in charge of recent hearings at which packers commented on lard standards proposed by the department.

Change Will Prevent Use of Hardened Fat in Lard

The official order establishing federal definitions for lard and rendered pork fat differed in one important respect from the standards as announced earlier in a U. S. Department of Agriculture press release which was published in THE NATIONAL PROVISIONER of August 17. The press announcement stated that lard could contain "lard stearin or hardened fat." The official amendment to B.A.I. Order 211 stated that lard could contain "lard stearin or hardened lard."

This change in wording will rule out any possibility of using hardened rendered pork fat in lard and thus definitely relegate "rendered pork fat," containing perfectly wholesome ingredients, to an inescapable secondary position.

Much Pork and Lard Still To Be Delivered to FSCC

While only about 18 per cent of the pork and 37 per cent of the lard purchased by the Federal Surplus Commodities Corp. has been delivered to the government agency by packers, the undelivered balance does not necessarily repose in storage, but may come in part from production during the next few months. The following table shows the amounts of the different products contracted for by the FSCC, compared with the amounts delivered up to August 17:

	FSCC Contracted for lbs.	Delivered to FSCC lbs.
D. S. pork.....	44,585,000	14,129,000
Smoked pork.....	66,114,000	6,080,000
Lard	130,740,000	48,888,000

July Sausage Production Close to All-Time Record

July inspected sausage production totaled 79,935,413 lbs. and was close to the all-time record of 80,176,000 lbs. set in July, 1936. Production of sliced bacon topped a long series of monthly gains with a new record of 30,525,151 lbs. Volume of canned pork produced held near the June level during July. For more details see page 27.

MAINTAINING SPRAY BRINE DENSITIES

Shrink, Cost of Refrigeration and Cost of Salt Are Reduced by Use of Automatic System

MOST meat plant executives, engineers and master mechanics undoubtedly realize the advantages and savings which result when the density of brine in the refrigerating spray system is maintained at a uniform strength. They probably know from experience the difficulty and inconvenience of holding the spray brine at uniform density under ordinary operating conditions.

There is a way of maintaining spray brine density automatically at any desired, uniform degree. This method will be described later in this article. It may be advantageous first, however, to discuss spray brine in general and the conditions which make automatic regulation of density desirable.

A spray system is a circulating system through which brine is pumped continuously. It is not necessary to describe the different types of brine spray refrigerating systems in use in meat packing plants. The brine is originally made up to a certain density; maintenance of the brine at its original strength is the aim in well-operated plants.

Reasons for Overflow

When brine leaves the spray nozzles and passes through the air it absorbs moisture vapor due to the difference in vapor pressure between the brine and water in the air. This water comes from three sources—meat in the chill room or cooler, wash water on carcasses and the air of the room. Water from the first

By D. W. KAUFMANN
Sales engineer, International Salt Co., Inc.

source is of much concern to the packer since it results in loss of carcass weight and is popularly known as "shrink." Amount of shrink will vary, but the average is in the neighborhood of 2½ per cent of the original weight of the carcass per 24 hours.

This slow, continuous absorption of water by the spray brine does two interdependent things—weakens the brine and increases brine volume. Since the brine storage tank is full, the increased volume due to the absorption of water overflows to the drain. Some plants dump the excess periodically, but in most packing plants there is an overflow pipe near the top of the brine storage tank through which excess brine drains automatically.

It is common practice to circulate 7½ gallons of brine per minute, per ton of refrigeration through the spray nozzles, although from 5 to 10 gallons per minute may be sprayed. One ton of refrigeration may be considered to be the absorption of sufficient heat units to chill 4,500 lbs. of dressed meat.

There is no noticeable difference in the strength of the brine on and off the spray deck, although some plant operators will sometimes state it is as much as 10 degs. S. It is easy to disprove any such statement, however.

Let us assume a circulation of 7½

gallons per minute per ton of refrigeration, which is 10,800 gallons per 24 hours. From the 4,500 lbs. of meat, at 2½ per cent shrinkage per 24 hours, the 10,800 gallons of brine will absorb 112 lbs., or 13 gallons of water. If this brine was originally at 80 degs. S., carrying 2.04 lbs. of salt per gal., the total amount of salt is 22,032 lbs. This same amount of salt is now spread over the greater volume of 10,813 gallons, or 2,038 lbs. of salt per gallon, instead of 2.04 lbs. per gallon originally. This means a drop in brine strength of only .07 degs. S.

The brine temperature rises from 3 to 5 degs. F. in crossing the deck, but neglect of the temperature correction will account for less than .5 degs. S. change in strength.

The volume of brine in the storage tank and the circulating system is very large compared with the small amount of water being absorbed continuously. Therefore, for all calculating purposes we assume that the brine is of the same strength everywhere in the system at any given time, even though the density in the system as a whole may weaken to the extent of 2 degs. S. per day if salt is not added.

Loss in Overflow

Since the brine is being weakened continuously, salt must be added to maintain its density. The amount of salt added should exactly compensate for the amount of salt lost in the brine overflow, and the volume of the latter is approximately equal to the volume of water added from meat shrinkage and other sources. In other words, salt added plus water absorbed equals brine overflow.

If the overflow is to be salvaged and used, the volume and the salt content must be known accurately. If 100 lbs. of salt is added to the system each 24 hours, then 100 lbs. of salt must leave in the overflow each 24 hours. If the system is operating with brine at 80 degs. S., then the overflow is also 80 degs. S. and is carrying 2.04 lbs. of salt per gallon. Then 100 lbs. divided by 2.04 lbs. equals 49 gallons of brine overflowing to waste each 24 hours.

Since most spray brine systems operate at about 80 degs. S., and carry about 2 lbs. of salt per gallon, it may be estimated that the gallons of brine overflowing in a certain period are numerically about half the number of pounds of salt used during the same time. If a system uses 4,000 lbs. of salt per week, about 2,000 gallons of brine overflow per week.



AUTOMATIC BRINE MAKER

The use of this device for maintaining spray brine density is explained in the accompanying article. The machine shown here is for installation in small plants where the volume of brine required does not justify a considerable investment to provide arrangements for filling the hopper by gravity from an overhead bin. Automatic maintenance of spray brine density saves salt, cuts shrink and has many other advantages.

Plant operators usually know the amount of salt used in the spray system per day or week. If salt consumption is not known, it may be calculated, provided the quantity of meat chilled and the brine strength are known. For example: 360 hogs @ 150 lbs. dressed weight, shrinking 2½ per cent per 24 hours, yield 1,350 lbs. of water, or 163 gallons of water absorbed per day. This displaces approximately 163 gallons of 80 degs. S. (assumed) brine to the drain. Each gallon of water carries 2.04 lbs. of salt. There is, therefore, a total daily loss of 333 lbs. of salt in the brine and this must be replaced by adding fresh salt to the system.

Methods of Adding Salt

Brine dilution by water absorption is a continuous process, but it is not feasible to add dry salt continuously in order to keep the brine at an exact minimum strength. Therefore, salt is usually added at intervals varying from a day to a week or more. One method is to shovel the salt directly into the brine storage tank. Another is to throw the salt on the spray deck where it is dissolved by the spray. In this latter case, the coarsest insolubles stay behind and are removed periodically.

Another method is to bypass part of the return brine into a salt box on the floor above the storage tank, and drop the overflow into the storage tank. There are objections to all of these methods. These are being overcome in an increasing number of plants by installing a Lixator.

Functions of Device

The primary function of this device is to provide an automatic, continuous method of adding salt to the spray brine. A secondary, but very important function, is to clean up the brine system and keep it clean of suspended foreign matter.

Intermittent addition of salt means that the brine strength fluctuates within wide limits—sometimes as much as 10 degs. S. or more. If a brine refrigerates satisfactorily at 80 degs. S. it should be held there—in fact, at as low an operating strength as possible. If a definite number of gallons of brine must overflow, it is obviously better that it be 80-deg. brine rather than 90-deg. brine. A 5-deg. average increase in strength above a known satisfactory minimum will increase salt loss 7 per cent to 8 per cent. A 10-deg. increase in strength will increase salt loss approximately 15 per cent.

Diligent inquiry throughout the packing industry has failed to develop any figures on the exact relationship between brine strength and shrinkage, but preliminary estimates by several packers average ¼ per cent shrinkage for 10 degs. change in brine strength. Considering the total shrinkage and large aggregate weight and value of the meat, maintaining spray brine at a uniform, minimum satisfactory density results in a considerable saving for the packer by reducing shrink.



SALT HANDLING COSTS ARE LOW

Salt is unloaded from cars into a storage bin and is handled by conveyor to an overhead point from where it flows by gravity into the brine maker. Railroad tracks run alongside the platform shown here.

Particles of insoluble matter enter the brine when the usual salt dissolving methods are used. Rust and foreign matter come from pipes and other sources. All this solid material travels in suspension in the circulating brine, or settles out at the bottom of the storage tank and on refrigerating coil surfaces. This surface film has a detrimental effect on the heat transfer rate between the ammonia expansion coils and the brine. The Lixator not only furnishes a clean brine, but cleans up the entire brine charge in a relatively

short time, since all suspended matter is eventually caught in the filter bed. The net result is a decrease in the refrigeration load with consequent savings.

If salt is added by the usual methods, the overflow brine going into the drain is of too poor a quality to use for other purposes. In particular, the suspended rust makes it inadvisable to use the brine for pickling calfskins. The small rust scales settle on the skins and black stains result when a sulphide depilatory is applied at the tannery. The method

TABLE SHOWING GALS. OF BRINE PER HOUR,
AT VARIOUS STRENGTHS, TO BE CIRCULATED THROUGH
LIXATOR TO DISSOLVE VARIOUS AMOUNTS OF SALT.

Degrees salometer	Salt req'd per gal. to fully saturate	Lbs. Salt Used Per Hour								
		10	20	30	40	50	60	70	80	
65	1.035	10	19	29	39	48	58	68	77	87
66	1.008	10	20	30	40	50	59	70	79	89
67	0.978	10	20	31	41	51	61	72	81	92
68	0.950	11	21	32	42	53	63	74	84	95
69	0.922	11	22	33	43	54	65	76	87	98
70	0.894	11	22	34	45	56	67	78	89	101
71	0.866	12	23	35	46	58	69	81	93	104
72	0.838	12	24	36	48	60	72	84	96	107
73	0.810	12	25	37	49	62	74	87	99	111
74	0.781	13	26	38	51	64	77	90	103	115
75	0.753	13	27	40	53	66	80	93	106	120
76	0.722	14	28	42	55	69	83	97	111	125
77	0.694	14	29	43	58	72	87	101	115	130
78	0.665	15	30	45	60	75	90	105	120	135
79	0.636	16	31	47	63	79	94	110	126	142
80	0.607	16	33	49	66	82	99	115	132	148
81	0.578	17	35	52	69	87	104	121	138	156
82	0.549	18	36	55	73	91	109	128	146	164
83	0.520	19	38	58	77	96	115	135	154	173
84	0.489	20	41	61	82	102	123	143	164	184
85	0.459	22	44	65	87	109	131	153	174	196
86	0.429	23	47	70	93	117	140	163	187	210
87	0.398	25	50	75	101	129	151	176	201	226
88	0.368	27	54	82	108	136	163	190	218	244
89	0.338	30	59	89	118	148	178	208	236	266
90	0.309	32	65	97	130	162	194	226	259	292
91	0.279	36	72	108	144	179	216	252	287	323
92	0.249	40	80	120	161	201	241	281	321	361
93	0.218	46	92	138	184	230	276	321	366	413
94	0.188	53	106	160	213	266	319	372	426	478
95	0.156	64	128	192	257	320	385	449	513	577

described here cleans up the brine to such an extent that calfskins pickled with it have commanded premium prices. This brine may also be used to regenerate Zeolite water softeners.

A Lixator may sometimes seem too large in relation to the amount of salt it has to dissolve. The reason why a large size is required is that the salt is being dissolved in brine and not in fresh water. Reference to brine tables shows that a gallon of saturated brine contains 2.65 lbs. of dissolved salt, and a gallon of 90-deg. brine contains 2.34 lbs. of salt. A gallon of 90-deg. brine can dissolve only .31 lbs. of salt, before it is completely saturated.

Therefore, it takes about nine times as much 90-deg. brine, compared with water, to dissolve an equal amount of salt; four times as much 80-deg. brine and three times as much 70-deg. brine. Size of the Lixator is determined by volume of brine which must pass through it, although this brine volume is, in turn, dependent upon the amount of salt to be dissolved and the spray brine strength.

Amount of Brine

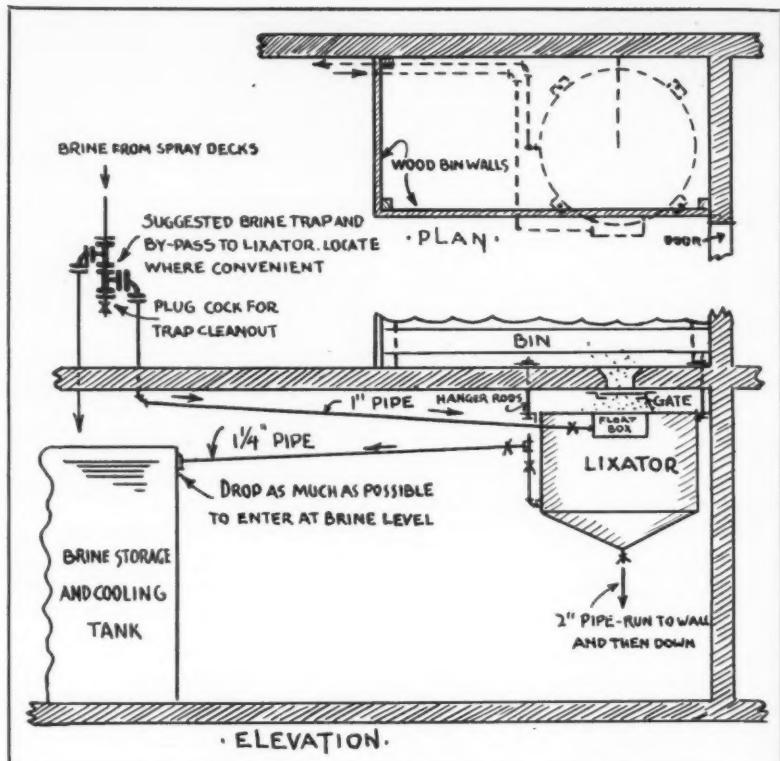
The amount of salt added to the system per day or per week is usually known. This must be converted into pounds per hour, based on a 24-hour day and seven-day week. Amount of salt used per hour is divided by the difference in salt content per gallon between 100-deg. brine (2.65 lbs. per gallon) and the spray brine which is used in the system. This gives the amount of spray brine which must be passed through the Lixator to dissolve the required amount of salt.

For example, a plant uses 1,200 lbs. of salt daily, or 50 lbs. per hour, and carries an 80-deg. brine. An 80-deg. brine contains 2.04 lbs. of salt per gallon and can dissolve only 2.65 lbs. minus 2.04 lbs., or .61 lbs. of salt per gallon. The 50 lbs. divided by .61 lbs. equals 62 gallons of 80-deg. brine which must pass through the Lixator per hour to dissolve 50 lbs. of salt per hour. A 36-in. Lixator, working 24 hours per day, would be required in this case. If the salt were dissolved in clear water even a 24-in. Lixator would be twice as large as necessary.

An accompanying table shows gallons of brine per hour, at various strengths, to be circulated through a Lixator, to dissolve various amounts of salt. The salt quantities range from 10 lbs. to 90 lbs. This range may be extended by relocation of decimal points.

Lixator Location

The Lixator may be set up anywhere, following the usual principle of giving maximum consideration to salt storage and salt feed requirements, since it is easier to transport brine than salt. However, spray brine usage often introduces two conflicting requirements. Salt storage bin is usually on the same floor as the brine storage tank, which means that a hopper type Lixator located as low as possible will be required.



SPRAY BRINE SYSTEM IN KENTUCKY PLANT

The piping system is relatively simple when brine level in Lixator is above the level of the brine in storage and cooling tank.

If possible, the machine should also have gravity flow into the brine storage tank. This tank is often very high and the top is close to the basement ceiling. An accompanying sketch shows a Lixator hung from the basement ceiling. This type of installation is often satisfactory if the salt bin is on the first floor, at ground level, or not over 3 or 4 ft. above ground level. If the dissolver must be placed low, and the brine tank is high, an ejector is an inexpensive and simple way of solving the problem.

Lixator Piping Detail

The sketch depicts a trap inserted in the brine return line from the spray deck to feed the Lixator. The trap should be located high enough to give a head of at least 5 or 6 ft. An objection to this method of feeding is that the piping is invariably large and heavily insulated and installation of the trap is expensive. The argument that the return brine is weakest and, therefore, most suitable for salt dissolution, has been shown to be fallacious.

A far better plan is to take the Lixator feed line off the pump discharge line at any convenient point by drilling and tapping a $\frac{1}{2}$ -in. or $\frac{3}{4}$ -in. pipe into the main line without using fittings.

Some packers may object to this on the ground that it robs the sprays of much-needed brine. This is immaterial, as less than one-half of 1 per cent of

the brine being circulated is diverted to the machine. Furthermore, if the pump discharge is being throttled it can be adjusted by a corresponding amount.

Whether the Lixator is fed from the feed or return side of the system, a fine mesh strainer should be placed in the feed line; otherwise, rust flakes and other dirt in the brine may get under the float valve seat and cause overflow troubles until the brine clears up.

The amount of salt dissolved is regulated by a plug valve in the brine discharge line. Standard machines are fitted with an orifice plate which sets only the maximum rate of flow. Spray brine Lixators require a plug valve for an accurate adjustment of the discharge in the range below the maximum rating, in order to distribute the total salt consumption evenly over the full 24 hours.

A water line should be connected into the Lixator feed piping to take care of clean-out, flushing, and emergencies.

Use of Ejector

If discharge brine has to be raised to enter the top of the brine storage tank, an ejector may be used. This is operated by brine from the pressure side of the system. The accompanying sketch shows a typical ejector arrangement. (Sketch on page 41.)

Chill rooms are usually operated at temperatures fairly close to 32 degs. F. Spray brines may average between 10

(Continued on page 41.)

PACKERS USE HOLIDAY WRAPS BECAUSE THEY FIND THEM PROFITABLE

A LARGE percentage of all packers and sausage manufacturers offer meats for sale in special wrappers and packages during the Christmas holiday season. A few use these merchandising aids because they believe competition requires them to do so, but the majority continue to package meats in special wrappers, casings and cartons year after year because they have found Christmas packaging profitable.

These are some of the interesting facts revealed by a nationwide survey recently completed by THE NATIONAL PROVISIONER, during which representative packers and sausage manufacturers in all sections of the country were questioned. While it is not claimed that the trends shown by this survey are typical of Christmas packaging practices in all localities, it is believed they reflect policies and practices of representative packers and sausage manufacturers.

Believe Packages Profitable

Eighty per cent of the processors contacted offer meats for sale in special wrappers and packages during the holiday season. The 20 per cent who make no special effort to merchandise Christmas meats either "have not got around to it" or believe that Christmas packaging does not pay.

However, slightly more than 80 per cent of those packers interviewed, who are using Christmas wrappers and packages, said that Christmas packaging is

EYE APPEALING HOLIDAY PACKAGE

An attractive Christmas assortment of regular sliced bacon, Canadian style bacon and pure pork sausage wrapped in transparent cellulose. The unit is packed in a gay cardboard container. (Photo by DuPont Cellophane.)



profitable. Fourteen per cent said special wrappers and packages do not pay. The remaining 6 per cent were either uncertain as to the value of Christmas packages as a means of stimulating holiday meat sales, or had no facts on which to base an opinion. A few were quite sure, however, that while Christmas packages may not be profitable, they must be used today to meet competition and to guard against loss of business during the holidays.

Christmas packaging is not a new development. Practically 50 per cent of the packers and sausage manufacturers interviewed, who use Christmas wrappers and packages, have been doing so for five years or longer, 22 per cent have been using Christmas wrappers and packages for eight years or more and approximately 20 per cent have been using them for 10 years or longer.

One packer reported he has been packaging meats in Christmas dress for 20 years.

While most packers and sausage manufacturers believe special wrappers and packages are definitely helpful in increasing meat sales during the holiday season, a rather large number cannot state definitely what percentage of sales of Christmas meats can be attributed to the more attractive and eye-catching dress.

Break Poultry Monopoly

Twenty-seven per cent of the packers who use Christmas wrappers and packages would not hazard a guess as to the percentage of holiday season sales which could be attributed to special wrappers and packages. A considerable proportion of these did say, however, that Christmas wrappers and packages are a most important means of securing additional sales of meats during what was formerly a very unfavorable period for ham, bacon, loaves, sausage and other packing-house products. In other words, these processors believe that Christmas wrappers and packages have broken the monopoly of consumer favor formerly held by poultry at Christmas.

Thirteen per cent of the packers and sausage manufacturers said Christmas packages were responsible for increasing their meat sales 25 per cent during the holiday season. The remaining 60 per cent interviewed said special wrappers and packages enabled them to increase sales of Christmas meats 5 to 50 per cent. One sausage manufacturer stated that 90 per cent of his sales during the holiday period are due to the consumer interest aroused by special wrappers and packages.

Forty-seven per cent of the processors contacted, who use Christmas wrappers and packages, believe that these selling aids do a better job when they are backed with newspaper and point-of-sale advertising. Seven per cent of the

(Continued on page 38.)



Few Accidents If Drivers Are Held Minutely Accountable

By H. M. SHULMAN
Director of Purchases & Mechanics
Hammond Standish & Co.

WITHIN a few years, the insurance costs on our fleet of 22 trucks have been reduced by 77 per cent. When we add to this saving, elimination of the tie-up of equipment involved in accidents, and the increased public good will which comes with safe and courteous fleet operation, we conclude that our safety program has turned out to be a pretty good investment.

Our safety efforts have involved no great outlay of money. They center around one basic principle:

"Persistently, drivers are reminded that they will be held minutely accountable for their actions if they are involved in any accident, however slight."

Please note that word "persistently." If there is any secret to the results we have had, it is in the unrelenting execution of this policy. Our feeling has been that the drivers must understand that safety is of more than casual interest to the management.

15 Careful Drivers

Recently THE NATIONAL PROVISIONER carried a story about Hammond Standish & Co. playing host to 15 drivers and their wives at a game between the Detroit Tigers and the New York Yankees. Five of these drivers have driven for the firm from six to nine years without a single accident of any kind, and the balance from one to four and one half years without an accident.

Since that time, we have had several requests for information on our safety policy. Although we feel that most fleet operators are pursuing a similar policy, and although the whole story is told in the italicized paragraph above, the methods we have used are described here for the sake of any packer who wishes to compare his program with ours in detail.

First a few figures. The Hammond Standish fleet of 22 trucks operates day in and day out, rain or shine, more than 67,000 hours a year, and has averaged 9.6 accidents per hundred thousand vehicle hours of operation over the past nine years. None of these accidents has been serious; most of them have been



H. M. SHULMAN

too minute for police attention and involved little or no property damage. But our policy has been to record and report every accident, regardless of the amount of damage involved, based on rules of the National Safety Council:

"Your report must include all accidents which occur while vehicles are in motion, or while temporarily stopped in traffic, regardless of who is injured, or which vehicle suffers damage. Accidents to company vehicles lawfully parked at curb should not be reported."

The firm's field of operations is principally in a heavy-traffic metropolitan area, with some suburban coverage.

The time schedule generally calls for about 60 stops in a seven-hour day for metropolitan deliveries. These are "ped-

LETTER TO DRIVERS

From time to time, personal letters are sent to drivers at their homes. These may call attention to an increase in the number of accidents, point out special seasonal hazards or tell of safety achievements by company drivers. For example, a letter last winter reported: "We have had several accidents recently, due to skidding vehicles, and in every case the accident could have been prevented if the parties involved had been more careful . . . approach all intersections cautiously . . ."

dling stops," requiring cash collection as well as delivery of goods. Our experience has shown that a faster schedule cannot be maintained without putting a strain on the driver—a strain which leads inevitably to accidents.

The most important single element in our safety program is a thorough inquiry into each and every accident. This tends to prevent recurrence of accidents with similar causes and to impress upon drivers the firm's seriousness in this matter of safety.

Drivers Chosen Carefully

Employment policy has been to hire only drivers with good records who can pass a stiff physical examination and to give them preliminary training as helpers if possible. If they are found to be accident-prone, and do not improve after several warnings, they are given

work which does not require driving.

Although drivers are not required to pay for their accidents, the cost of each accident is recorded beside the name of the driver involved, and can be used as one measure of efficiency.

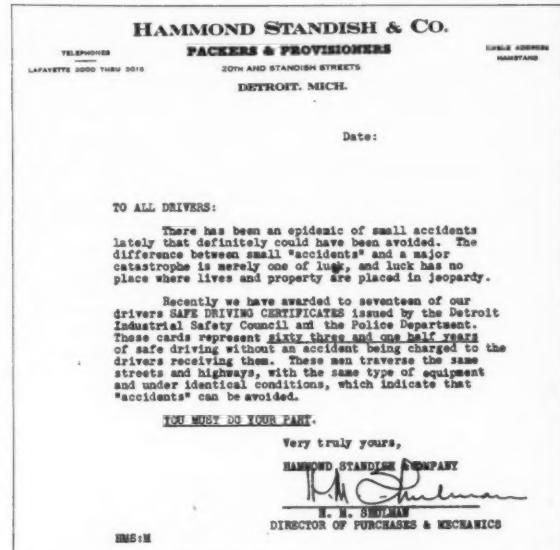
From our analyses, we find that certain types of accidents tend to predominate. Generally, they center around backing operations, movements from the curb, and striking cars ahead as a result of inattention. Therefore, in communications to drivers, we put special emphasis on these three points.

This brings up the subject of methods of communication with drivers. These may be classified under three heads:

Selling the Driver

MONTHLY LETTERS.—From time to time, personal letters are sent to the drivers at their homes, calling particular attention to the seasonal hazards and asking their continued cooperation in the effort to prevent accidents.

POSTERS.—These can't-be-missed reminders of safety are displayed in



the plant, on the loading dock, and in the garage. Generally, we favor the type of poster which points to a specific accident cause and suggests how to avoid it, rather than those which have general appeal.

DASH CARDS.—A card with a pointed safety slogan is prominently displayed in each truck cab. These are changed frequently and the subject preference as already indicated for the posters also applies here.

Occasionally, but not too often, drivers are asked to attend safety meetings sponsored by the Detroit Industrial Safety Council. These meetings have enough popular appeal to make attendance a privilege.

The policy of taking accident-prone drivers out from behind the wheel was mentioned earlier. The logical converse of this policy is to reward drivers with

NOW a Full Line OF CAB-OVER-ENGINE INTERNATIONALS!



Here's the New Model D-400

You've always wanted an *in-between* capacity, real cab-over-engine truck.

Well, here it is—International's brand-new D-400—styled to the minute, incorporating ideas from both smaller and bigger models in the line, to make the best *all-around traffic-type job on the street*.

Like all c. o. e. Internationals, the D-400 keeps its perfectly insulated engine *under the seat*. The engine is completely accessible and readily serviced. Load distribution is the ideal $\frac{1}{2}$ - $\frac{3}{4}$, balanced on front and rear axles and all four wheels.

The driver of this handsome truck gets all the breaks that make for efficient, safe operation. The cab

provides wide visibility, perfect ventilation, nicely placed controls, and a comfortable adjustable seat. Brakes are hydraulic. Behind the driver is maximum-load space and short-wheelbase maneuverability.

Yes sir, cab-over-engine design solves the "tight-hauling" problem ... And now you can go completely INTERNATIONAL in c. o. e. models. This new D-400 fits in the broad middle range between the very popular D-300 (13,200 lb. g. v. w.) and the beautiful heavy-duty D-500 and DR-700 (18,800 lb. and 26,900 lb. g. v. w.). Tell the International dealer or branch you want to "see and drive the new Model D-400!"

INTERNATIONAL HARVESTER COMPANY
(INCORPORATED)
180 North Michigan Avenue

Chicago, Illinois

SURPRISING UTILITY!

The International D-400 is perfectly adaptable to MANY body and load variations. Four are shown here. Gross weight rating is 16,200 lb. And you can have the 2-speed-axle DS-400, with its extra-high ratio for economical speed and its extra-low ratio for economical power.



Rely on International ALL-TRUCK Trucks. In addition to the cab-over-engine sizes, the line includes standard chassis from $\frac{1}{2}$ -ton light-delivery trucks to big 6-wheelers.

INTERNATIONAL TRUCKS

good records. The story that told of the firm's playing host to no-accident drivers and their wives at a ball game illustrates one phase of this program. The pride with which these drivers and their wives attended the game, and the resulting benefit to the morale of the entire corps, emphasized the tremendous value of this single gesture.

In addition, drivers with good records are given certificates of commendation from the Detroit Industrial Safety Council, the Police Department and the



company. These are highly prized, because the men realize that such certificates are the best possible references and job insurance.

Another aspect of our policy, and an equally important one, involves the proper maintenance of the vehicles. For our 22 trucks, we have a staff of four men in the garage to keep the vehicles in safe condition. Close attention to maintenance is not only an indispensable element in our safety program, but we also find that it cuts operating costs substantially.

Driver Can Reject Truck

The mechanics are required to keep the trucks lubricated and mechanically sound. The drivers are required to keep the vehicles and tarpaulins clean and to check on oil and gas. But most important of all is this rule: *Every driver has the right—or perhaps we should say the obligation to reject any vehicle which, in his judgment, is not safe to drive.* A driver cannot dodge responsibility for an accident which results from defective brakes or loose steering gear.

It might be worth mentioning that Hammond Standish trucks are painted a very conspicuous yellow. They are easily spotted and if one of our drivers should commit an act of courtesy, we generally hear about it from some irate citizen who takes the trouble to call us.

We then take the matter up with the driver involved. The drivers soon realize that the conspicuous color of the trucks is a liability to them if they are careless, but can be an asset to the company if they are courteous. We try to make them realize that one boorish driver with a Greenfield truck can undo

a tremendous amount of advertising. Occasionally, although less frequently, we hear from citizens about acts of extraordinary courtesy on the part of our drivers. Of course, we pass on this commendation.

Finally, but not last in importance, is the vital cooperation we receive from the Police Department and our insurance company in the analysis of accidents in which our vehicles are involved, as well as equally important cooperation from the Detroit Industrial Safety

THESE TRUCKS DRIVEN SAFELY

Hammond Standish drivers have made good safety records. Safe drivers are rewarded; the accident-prone are shifted to other work. Responsibility for accident-free operation is pinned directly on the truck operators—under the rules they may reject any vehicle which they do not consider safe to drive.

Council in working out our safety program as a whole.

In the past we have won several honors from the Safety Council in city-wide fleet contests. The competitive spirit aroused has been very helpful in its effect on our morale.

We hope to continue to improve our safety record as we go along. Let's not say "knock on wood," however, because as can be seen from the foregoing, a good safety record is not a matter of luck, but of hard, persistent effort.

HYDRAULIC DRIVES

The more expensive and larger machine tools, designed and built for accurate work in the automobile industry, are being equipped with a new type of drive. Its advantages are extreme flexibility of speed and the elimination of all reducing gears, belts and pulleys. This new development is known as the fluid friction drive.

There is a broad field for the application of a device of this kind to meat plant equipment. One of the advantages of the ordinary squirrel cage motor is its constant speed. These motors are used for operating overhead conveyors, inspection tables and on canning department equipment. With the new drive, any desired speed could be maintained, from the original motor speed to 3 r.p.m.

There are no intervening clutches in the fluid friction drive, no gears to wear and no parts to oil. The apparatus runs in oil. The fluid friction drive has been applied only to large equipment, but it probably will be developed to the point where it can be used generally.

Drivers Exempt From Wage-Hour Control; Others Not

Hours of service of drivers for private motor carriers (packers, bakers, etc.) who drive trucks interstate, are now subject to the regulation of the Interstate Commerce Commission, it was recently pointed out by the Wage and Hour Division, U. S. Department of Labor, in interpretative bulletin No. 9. Such drivers are exempt from maximum hours and overtime pay provisions of the Fair Labor Standards Act, but the minimum wage provision still applies to them.

The exemption applies to any driver who devotes any part of his time during a workweek to the transportation of goods in interstate commerce, subject to the jurisdiction of the ICC; a driver-salesman who spends some of his time during a workweek in making sales, is within the exemption as long as he actually drives in interstate commerce during the week.

Until an order of the ICC determines that certain other employees of private motor carriers come under its jurisdiction, the Wage and Hour Division will retain control over the hours of service of all private motor carrier employees except drivers.

The Wage and Hour Division declares in its bulletin that other truck drivers, plant chauffeurs, etc., who are not subject to the regulation of the Interstate Commerce Commission because they do not engage in interstate commerce, but whose activities form a part of the production of goods for commerce, come under the provisions of the Fair Labor Standards Act. The division also holds that drivers of wholesalers operating entirely within a state, but transporting goods received from outside the state, are under its control.

Meanwhile, the ICC has postponed until October 1 the effective date of its regulations on hours of service, truck equipment, etc. for private motor carriers. The commission will reconsider its elaborate safety requirements for private trucks.

GARBAGE FEEDING STUDY

Recent inquiry by the U. S. Bureau of Agricultural Economics in cooperation with the Extension Service has revealed that garbage feeders annually feeding over 100 head of hogs total more than 2,780. The states showing the largest number of such feeders are Indiana, 339; California, 325; Massachusetts, 315; New York, 272; Virginia, 145; New Jersey, 123; and Missouri, 103.

Reports from county agents indicate that more than 1 million hogs are garbage fed and marketed annually in the United States. Findings developed through the inquiry as to numbers of feeders, hogs fed, disposition of hogs, and general status of the industry are reported. Copies of this report are available upon request to the Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C.

Number of Areas in Food Stamp Plan Still Growing

The food stamp plan for the distribution of pork, lard and other surplus agricultural products to persons on relief had been extended to 130 areas throughout the country by August 1, according to the Agricultural Marketing Service. It is expected that additional designations (announced periodically in *THE NATIONAL PROVISIONER*) will bring the number of stamp plan areas up to a total of more than 150 for the 1940-41 fiscal year.

In these areas, packers have a good opportunity to increase their sales of pork and lard by helping retailers publicize the stamp plan among eligible consumers and point out the products which can be obtained under it. Newspaper advertising has been used by local food dealers' associations and chain stores in some cities to announce the inauguration of the stamp plan.

Latest stamp plan areas named include: Bangor, Me., Lowell, Mass., and the counties of Malheur, Harney, Lake, Deschutes, Crook, Gilliam, Grant, Hood River, Jefferson, Morrow, Sherman, Wasco and Wheeler, all in the eastern area of Oregon.

PENNSYLVANIA MEAT PACKING

Of Pennsylvania's 10 million citizens, some may be able to live without meat, but most can't—which is the principal reason why meat packing in Pennsylvania is a multi-million dollar enterprise, reports Richard P. Brown, chairman of the state planning board.

In fact, according to a survey made

by the planning board for the Pennsylvania Department of Commerce, the value of the annual production of the state's meat packing industry exceeds the hundred million dollar mark, being \$129,221,300 for last year. The survey further shows that the industry employs 10,000 persons and pays wages totaling \$14,000,000 annually.

Historical records show that Pennsylvania's meat packing industry must have been started prior to 1729 (in Philadelphia) for in that year the provincial assembly passed a very long and very minute act "more effectually to prevent unfair practices in the packing of beef and pork for exportation."

The act designated the size and material of casks, and required that the casks be branded with the marks of the cooperers who made them, as well as ordered that the contents should be inspected and the casks again branded with an inspector's brand.

TIN SHORTAGE NOT EXPECTED

American producers of tin plate do not share the fears that this country faces the possibility of a shortage of tin, which might cause curtailment of tin plate consumption and force the use of substitutes, according to the American Iron and Steel Institute.

While no definite figures are available on aggregate stocks of tin held by members of the tin plate industry or in transit, leading producers are confident that the situation is comfortable. They foresee no important disturbing developments in the outlook.

That is the prevailing view despite events in the Far East which have made future control of the Netherlands East Indies and French Indo-China uncertain. Both of these have rich tin ore deposits and they supply the United States with a substantial part of its tin. The opinion is common that even if those colonial possessions were to pass out of the control of the empires to which they now belong, the new rulers would be no less eager to sell tin.

Numerous suggestions have been made for curtailing use of tin. One suggestion is for the use of a lighter coating of tin in the production of tin plate. Another is for the use of lacquer or enamel on black plate as a substitute for the coating of tin. Both of these methods are regarded by many can manufacturers as unsatisfactory for packing food. Full protection is essential for packed food, especially if it remains in the can for a considerable period. Such protection is uncertain with lighter coatings and is either impractical or too expensive with substitutes.



"BRINGING HOME THE BACON"—AT A PROFIT

In this bacon curing room, a P&H hoist with high lift reeving makes the most of storage space—cuts handling time. It's one of many ways they've cut handling costs in the packing industry. Loads are lifted, moved and lowered with a simple push-button control around belly pack rooms, charging decks, killing floors, and countless other spots—speeding production and saving money all along the line.

P&H HEVI-LIFT HOISTS
HANDLE IT
"THRU-THE-AIR"



Why not consult a P&H engineer? He knows handling problems in the meat packing industry and his advice may be worth money to you. He will be glad to call on you. Or write for Bulletin H-17.

General Offices: 4573 W. National Ave.
Milwaukee, Wis.

HARNISCHFEGER CORPORATION
WELDERS • WELDING ELECTRODES • WELDERS
ELECTRICAL EQUIPMENT • ELECTRIC CABLES • ARC WELDERS

Ah! at last we agree—
We both like
Sunized
SAUSAGE
JAMES HENRY PACKING CO.

Front page advertisements are bringing immediate and favorable results for the James Henry Packing Co., Seattle, Wash. Shown above is a particularly timely election year advertisement which recently appeared in the Seattle Post Intelligencer.

FRANKFURT MANUFACTURE

This important process is discussed fully in *THE NATIONAL PROVISIONER*'s latest authoritative operating handbook for sausage manufacturers, "Sausage and Meat Specialties."

INDUSTRIAL GAINS HELD; MEAT DEMAND TO CONTINUE GOOD

CONDITIONS affecting domestic demand for meats and other farm products continued to improve in July, the U. S. Bureau of Agricultural Economics reported in its monthly survey of the demand and price situation. Weekly indices pointed to no definite upward or downward trend in industrial production during the month, but apparently there was further substantial improvement in industrial employment and payrolls.

Though additional industrial orders are being placed with considerably more caution than in June, order backlogs are high for steel, electrical equipment, and for numerous other products, especially those in demand by England and for filling domestic defense needs. Barring an early end to the war, domestic business conditions which affect demand for farm products probably will be maintained around the recently improved levels during the next few months.

The opposing influences making for increased industrial operations on one hand and increasing caution on the other, appear at present to be in close balance. A large volume of orders on producers' books and anticipation of increased defense orders ahead tend to keep industry operating at a high rate.

Spending for Defense

Ample inventories, failure of commodity prices to show inflationary signs, uncertainties concerning the European war, slowness of operation on defense orders to develop, and pending tax legislation make for increasing caution. Under the balancing tendency of these conditions, industrial production, according to the new Federal Reserve index, is just about holding the gains recently made.

Defense appropriations, authorizations, and pending requests total 10,040 million dollars (or 14,702 million if the entire estimated cost of a two-ocean navy to be built during the next six years is included). But difficulties involved in launching a program of this size probably will hold expenditures during the present fiscal year (July, 1940-June, 1941) to around 4.5 billion dollars, and possibly less. This may be compared with defense expenditures

for the 1940 fiscal year of 1,559 million dollars.

In addition to defense expenditures of the government, a considerable amount of private capital will be used during the coming year in expanding plant capacity for production of defense items. It has been estimated that about one billion dollars of new plants will be needed for a major defense effort, and the amount will probably be much larger if airplane deliveries to the United Kingdom are to be increased.

Some funds for plant expansion will be furnished by the government, either directly or by advances on contracts.

If War Should End

Should the war in Europe come to an end within the next month or two a substantial, if temporary, decline in business activity might result. This reaction would be due more to the effect on business sentiment of the uncertainties surrounding a new European order than to further immediate losses in export trade which would be involved. In terms of total industrial output it is estimated that exports to the United Kingdom since the present war started have accounted for but slightly more than 1 per cent. Even if an additional allowance is made for the effect of exports of agricultural products in stimulating domestic demand, our exports to the United Kingdom may have accounted for no more than 2 per cent of total industrial output.

Adjustment of our economy to complete elimination of exports to the United Kingdom, and the confusion which transfer of export orders to home defense orders would entail, would find some segments of industry in a somewhat vulnerable position.

Extent and duration of any recession which might occur as a result would depend on the effect of the changed

WESTERN PACKERS' CAR CARD

This attractive street car card used by Gibson Packing Co., Yakima, Wash., subordinates the company's name in the interest of meat promotion in general and the message

"Eat Meat for Energy."

conditions on business policy, particularly as regards continued maintenance of the ample inventories now in existence. Any widespread departure from this policy could lead to a fairly deep temporary reaction of productive activity. The effect on consumers' income and domestic demand for farm products probably would be much less.

Industrial production has recently been affected by low automobile production incident to earlier than usual model changes, and by curtailment of petroleum production in Texas and Illinois. Domestic demand for the products of both these industries is unusually active. In the case of automobiles the early model changes will be followed by a resumption of volume output several weeks earlier than has been usual, a favorable factor in the outlook for early fall business.

Prominent among additional influences on the favorable side of the business picture are substantial gains in residential and industrial building and in equipment-buying by railroads and utilities. Airplane and machine tool factories continue to operate at capacity, and steel mills have sufficient orders to assure high operating rates for several months. Improving consumer demand, as evidenced by expanding retail sales, is clearing the way for additional gains in the consumer goods industries.

The effect on farm products prices of recent improvement in domestic demand has been in part obscured by the offsetting influence of export losses. Recently, however, strength has appeared in livestock prices, and consumers are taking a record output of manufactured dairy products at advancing prices. Further signs of improving domestic demand should appear as effects of recent industrial expansion are more fully reflected in higher employment and payrolls among workers in service and trade.

Signs of Better Demand

Wholesale commodity prices in general have declined during the past month, a downward drift being noticeable in movements of both the weekly and daily indices of the Bureau of Labor Statistics. According to the daily index which recently dropped to the lowest point since last August, nearly 80 per cent of the advance in prices which followed the outbreak of war in Europe has been lost. The weekly index has lost about half of the September 1939 advance.

(Continued on page 33.)

Relieve **WARM WEATHER** *Fatigue*

EAT MEAT FOR ENERGY

"A MEAL WITHOUT MEAT IS A MEAL INCOMPLETE"



TRADE-MARKS

The practice of identifying goods by a maker's mark is as old as commerce. Some say that under modern merchandising conditions such symbols are losing their value. But *Continental* suspects that as long as men are proud of the products they make, identifying trade-marks will continue to be used.

And so *Continental* presents these suggestions showing how a trade-mark can be attractively featured where it means most . . . on the product's package. Such attention to details of design is typical of *Continental's* complete packaging service, maintained to help you send your product to market the very best way possible. Are you using it?

One of a Series Devoted to Packaging Ideas. Copyright 1940 by *Continental Can Company, Inc.*



• **CONTINENTAL CAN COMPANY**

NEW YORK • CHICAGO • SAN FRANCISCO • MONTREAL • TORONTO • HAVANA

Restrengthen spray brine AUTOMATICALLY

and save up to 14% or more in salt consumption and up to $\frac{1}{4}$ of 1% in chill room meat shrinkage

LEADING PACKERS of meats have proved the major savings made by The Lixate Process For Making Brine, when used to restrengthen spray brine automatically.

With The Lixate Process you not only keep the brine in the system at the exact degree of strength for most efficient operation, but you also do this automatically. Savings average from 7% to 14% in the amount of salt consumed. In addition, brine in the system will be clear and clean—and can be salvaged for such other uses as brining hides or skins, and regenerating zeolite water softeners.

Most important, you make a marked saving by reducing the shrinkage of meat. It is a well established fact that meat shrinkage is reduced when the strength of spray brine is kept at the exact desired figure. With Lixate Brine for automatic control of spray brine strength, an exact balance is maintained. Accurate estimates show that this reduces meat shrinkage by amounts up to about $\frac{1}{4}$ of 1% of the tonnage. This is, obviously, equivalent to increasing your tonnage by this amount.

There are many more savings. The Lixate Process cleans the system and keeps it clean. Absence of foreign matter in the brine prevents plugging of spray nozzles and damaging of valve seats. The clean brine does away with periodic shut-downs to clean the system or the brine tank.

All of these and more advantages have been proven in actual operation. Read the list of packers who use The Lixate Process to restrengthen spray brine. They have proved that they can make important economies. You, too, can make these same savings. Write today for a copy of The Lixate Book and full information about spray brine restrengthening the automatic Lixate way.



THE RATH PACKING COMPANY, Waterloo, Iowa

This nationally known company installed the Lixator shown above for restrengthening spray brine. It was enclosed, after this picture was taken, by a brick building like the one at the immediate right—which houses two Lixators, previously installed, to produce brine for pickling and packing meats.

★ ★ ★

• Partial list of packing companies using Lixate Brine to restrengthen spray brine

In addition to The Rath Packing Company, mentioned above, many other leading packers of quality products use Lixate Brine for restrengthening spray brine. Among the leaders are:

ARBOGAST & BASTIAN CO., Allentown, Pa.
ARMOUR AND COMPANY, So. Omaha, Neb.
DUQUOIN PACKING CO., DuQuoin, Ill.
FORST PACKING COMPANY, INC., Kingston, N. Y.
GRAND PACKING CO., St. Louis, Mo.
KLINCK & SCHALLER, INC., Buffalo, N. Y.
MEYER KORNBLUM PACKING CO., Kansas City, Kans.
ROCHESTER PACKING CO., INC., Rochester, N. Y.
SCALA PACKING COMPANY, Utica, N. Y.
SCHAFFNER BROS. CO., Erie, Pa.
WEIL PACKING CO., Evansville, Ind.
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Up and down the MEAT TRAIL

Buffalo Packers Say Institute Drive Will Help Whole Industry

Smaller meat packers and provision firms in the Buffalo, N. Y., area are enthusiastic over the program of the Institute of American Meat Packers to boost meat consumption through an intensive advertising drive, a survey revealed this week. Here's the way officials of Buffalo companies expressed themselves on the program:

Frank J. Sahlen, Sahlen Packing Co.: "I think it's an excellent idea. It should help the sale of meat. It will build up public good will and make buyers more meat-conscious. I believe it should be a long, extended program."

John Beck, president of the Beck Provision Co.: "The industry needs something like this. The public should react well to it. I am for it."

Albert Dressel, manager, C. J. D. Packing Co.: "I think it should be tackled. It ought to stir up public interest. Meat sales have been improving during the past year and this program would give them added impetus."

Miss Florence Danahy, partner in R. B. West Co.: "I think it is perfectly fine. Meat is essential to the diet and the public should be taught to realize this. This program would curb unfavorable publicity. The packing industry has not advertised enough. All the other branches of the food industry are in the papers and on the air but the packing industry has been slow to co-operate. Packers should get behind this move."

Cudahy Builds Modern Waste Disposal Plant at St. Paul

A modern waste disposal plant of concrete, brick and hollow tile construction, occupying more than 150,000 sq. ft. of ground area, is being built at the So. St. Paul, Minn., plant of the Cudahy Packing Co. The plant is located at Newport, across the Mississippi river and downstream from So. St. Paul.

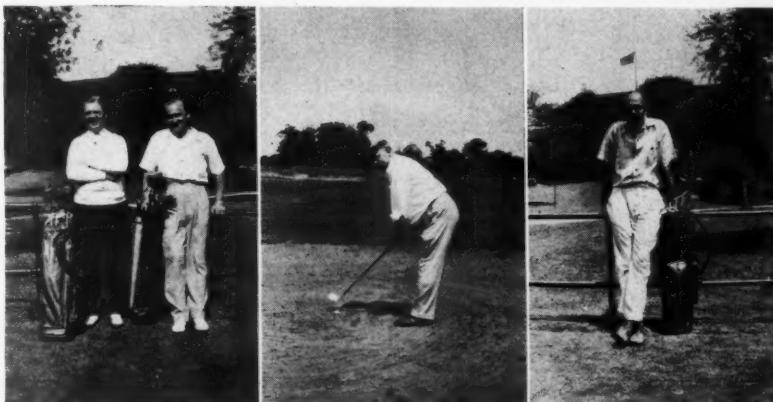
Comprising an elaborate system of pumps, clarifiers, air compressors, distributors, chlorination equipment, filters, settling basins and other features, the plant will handle all waste material from the Cudahy property, treating it and disposing of it in accordance with approved sanitary methods. The Cudahy packing plant at Newport was purchased by the company in 1925, and is now approximately three times as large as when taken over from the Farmers Terminal Packing Co.

The new disposal plant was designed by the Chicago engineering firm of Alvord, Burdick & Howson.



POINTS TO AN INDUSTRY AIM

This picture of Wesley Hardenbergh, president of the Institute of American Meat Packers, taken at the convention of the National Association of Retail Meat Dealers, is symbolic of the industry's revitalized interest in the promotion of its products.



GOLFERS ALL!

Some of the packers, provisioners and wholesale meat dealers who participated in the tenth annual Northwestern Ohio Meat Dealers' golf tournament, held at Canton, O., on July 14, are shown here. The tournament was attended by 139.

ABOVE. — (Left) Jimmie Durkin, Wilson & Co. and Geo.



W. Jacobs, Canton Provision Co.; (center) Earl Henon, G. H. Hammond & Co.; and (right) Eddie Doplak, Laurell Provision Co.
LEFT. — Left to right: Gus Zeeck, Hughes Provision Co.; Johnnie Sullivan, Armour and Company; Shelton Hughes, Hughes Provision Co., and Jay Apple, Hughes Provision Co.

urer and Harry M. Shulman, secretary and mechanical superintendent. Mr. Graham joined the firm in 1914 and is considered one of the most expert accountants in the packing industry. Mr. Shulman entered the meat packing industry with Armour and Company in 1913 before becoming associated with Hammond Standish & Co. in 1918.

Packers' Vacations

Homer Moore, assistant superintendent of Swift & Company, North Portland, Ore., spent his vacation in Fort Worth, Tex., where he started to work for the company 17 years ago.

W. H. Butcher, head of the W. H. Butcher Packing Co., Oklahoma City, Okla., is saving his vacation for the packers convention at Chicago in October.

W. T. Callahan, manager of the by-products sales department, New York Butchers Dressed Meat Co., New York, is vacationing in Maine with his family.

Personalities and Events Of the Week

Donald E. Nelson, manager of the Manhattan plant of Adolf Gobel, Inc., and eldest son of Andrew E. Nelson, Gobel president and Miss Margaret E. Beirn of Larchmont, N. Y., were married on August 17. The couple will reside in Larchmont after a trip to Nasau.

J. T. McDonald has been appointed plant superintendent of the Apache Packing Co., San Antonio, Tex., according to an announcement by Cruz Lozano, president. Mr. McDonald was formerly associated with the Cudahy Packing Co. at Omaha, Neb.

Edward T. Claire, president of Republic Food Products, Chicago, left on August 22 for a business and pleasure trip to South America. Mr. Claire is sailing from New York and will visit

Paraguay, Argentina and Brazil before returning about November 1.

W. L. Talbot, formerly European casting representative for Wilson & Co., is now making his headquarters at the company's New York plant.

Ed Streit, of the firm of John F. Stegner, Cincinnati, visited in the East last week and spent some time with the company's New York representative, Robert W. Earley.

B. Friman, who is in charge of exports for Hately Bros., Chicago, is driving to New York to spend his vacation.

Safety awards have been presented to three employes of the Cudahy Packing Co., Wichita, Kans., by the National Safety Council for operating motor vehicles during the past three years without an accident. The three employes are: Alva McNew, Henry Heinicke and Ralph Jones. Each received a letter of congratulations from E. A. Cudahy, jr.

O. E. Jones, vice president of Swift & Company, recently spoke at a dinner meeting sponsored by the Sales Manager Club and members of the Chamber of Commerce of Memphis, Tenn.

Employes of the Topeka plant of the John Morrell & Co. recently held their fourth annual picnic. Among the Morrell officials present were: T. H. Foster, president; J. M. Veenker, general manager, and Robert Outhwaite, manager of the Topeka plant.

Jacob Frank, 78 years old, veteran meat packing employe, died at his home in Newark, N. J., on August 17. Mr. Frank, who was employed by A. Fink & Sons Co. at the time of his death, was awarded the Institute of American Meat Packers gold button for 50 years service in 1937.

John J. Dups, president of John J. Dups Co., Cincinnati, O., visited in Chicago during the latter part of last week.

Strict inspection of all meat entering the city of Portland, Ore., is proposed under a charter amendment which would be initiated by the people and voted on November 5. A tentative draft has been submitted to city officials. Inspection would have to meet federal standards under the amendment.

Jim O'Reilly of the beef cut department of Armour and Company, Chicago, became the proud grandfather of a baby girl on August 22.

William C. Kruger, superintendent of the canning department, Wilson & Co., is rapidly recovering from a recent operation.

A 1,000-lb. barbecue was donated for the Memphis Zionist district's sixth annual barbecue on August 18 by Abraham Bros. Packing Co., Memphis, Tenn., in memory of the late Sam Abraham, one time president of the Zionist district. George Abraham, vice president of the firm, was general chairman for the day.

Henry Crain, well known among sausage manufacturers and packers, who recently organized the Superior Casing & Supply Co., Minneapolis, Minn., has purchased H. F. Meyers' interest.



VALLEY PACKING CO. CELEBRATES TWENTIETH ANNIVERSARY

ABOVE.—Open house was held at the Valley Packing Co., Salem, Ore., to celebrate the firm's twentieth anniversary on August 1, 2 and 3. Some of the 8,683 people who visited the plant as guests of Claude Steusloff, president, are shown here. Demonstrations of stuffing and linking skinless wieners, boning and preparation of hams and slicing and packaging bacon were presented for visitors.

BELOW.—Part of a display in the company's main beef cooler which attracted considerable attention. Black ribbons ran from the dressed beef and lamb to a table containing various meat products made from the carcasses.

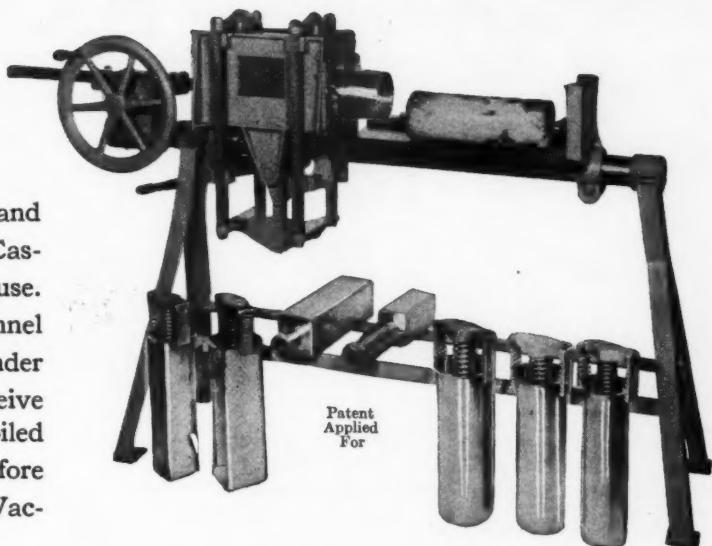


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Jamison Standard Track Door

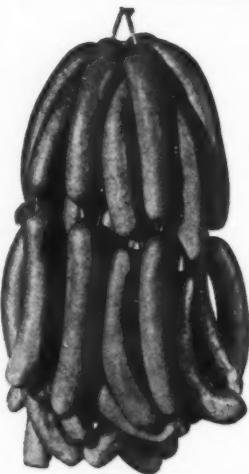
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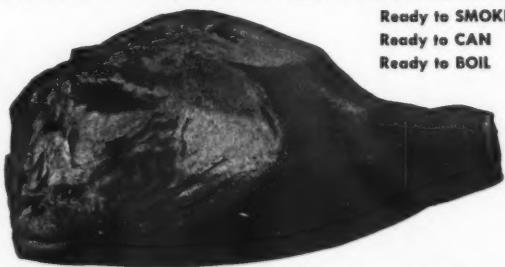


A word of advice. Ask our salesman to tell you about curing all your sausage meats in the silent cutter, and save 3 to 5% shrinkage. Griffith makes many sausage improvements. Make better sausage for less money. We have the formula ready for you. Add cereal — meats are higher. Ask for "PEP".

When you have fat briskets or fat pork trimmings to use up, ask our salesman to show you how to use them up and make a more tender sausage.

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Ready to CAN
Ready to BOIL



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MEAT PLANT REFRIGERATION

A Complete Course for Executives and Workers Prepared by—

The National Provisioner

LESSON 73

Cold Storage Lockers

THE modern locker plant is a miniature meat plant. It kills and cuts, cures and smokes ham and bacon, freezes and stores fresh meats and manufactures sausage. It also freezes and stores fruits and vegetables.

There are about 3,000 locker plants in the United States. These are confined largely to about five midwestern states, but the number is increasing rapidly. Many are operated in conjunction with ice cream factories, creameries and bottling works.

Locker plants offer two distinct types of service. The urban plant is designed for city folk who may consider it economical to purchase wholesale cuts of fresh meat, have them broken down into steaks, chops, etc., and stored in lockers for future use. The rural locker plant caters to the farmer who slaughters his own animals and brings the carcasses to the locker plant for chilling, cutting, wrapping, freezing and storage.

Locker Plant Temperatures

A locker plant processing room is similar to a small meat plant cutting floor. Chill rooms are maintained at 34 to 36 degs. F. There is an aging room for carcass and cuts and a freezer held at minus 10 to 15 degs. F. The locker room is maintained at +15 degs. F.

Lockers are installed in units of four, the approximate dimensions of each locker being 18 by 20 by 30", with an aisle between each two rows. Refrigerating coils are placed over the aisles, so that the drip does not strike the lockers when the coils are defrosted.

Another type of locker system is similar to an ice tank. The lockers are stored side by side in the tank with refrigeration coils running between rows of lockers. A crane lifts the lockers out and lowers them into the cold vault. A snugly fitting cover seals the unit in the vault. This system requires less

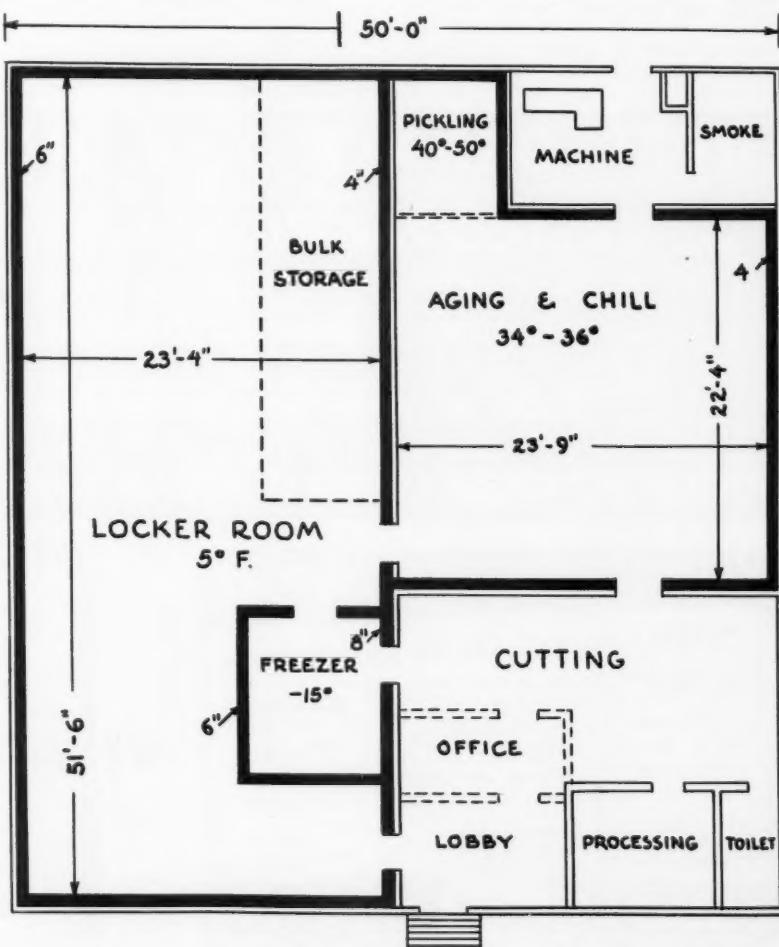
floor space and the customer can select products from her locker in a room with a comfortable temperature.

Sanitation is very important in these small plants. Bacteria and mold cannot be allowed to get a foothold. Sodium hypochlorite spray prevents the growth of spores and eliminates odors. Only product which is absolutely fresh is admitted to storage. Prime cuts are taken from the carcass and each piece is wrapped, weighed, marked and frozen. When completely frozen, the product is transferred to the customer's locker.

Plants are carefully engineered and laid out to reduce handling to a minimum. The low temperature freezer is located at the center of the building and is surrounded by the higher temperature rooms. Cutting floors are constructed of concrete or brick so they may be scrubbed thoroughly. Coves eliminate corner cracks between side wall and floor. Provision is made for sterilizing cutting blocks, tables, etc.

The ceiling is insulated with 6" of corkboard and cork 4" thick is installed in side walls and floor. The freezer has 6 in. of corkboard in walls and floor and 8 in. in ceiling. Additional protection from heat infiltration is provided in the ceiling, since the building is ordinarily a one-story structure. A typical plant is shown below. Refrigeration system design data are given on page 26.

A direct expansion ammonia system is generally used. Flooded coils are installed since these permit higher back pressures and reduce power consumption. Chill and aging rooms have short banks of coils which are favorable to maintenance of uniform temperatures throughout the room. Back pressure valves and automatic, magnetic, liquid stop valves permit defrosting when the compressor is idle, maintaining high humidity. The direct expansion piping is made up into shelving in freezer rooms, the product being frozen in pans



which are placed on the pipes.

There are from 300 to 2,000 lockers in a plant. Plants with more than 400 lockers have two compressors; one refrigerates the storage rooms and the other (the smaller unit) refrigerates the sharp freezer. Compressors are cross-connected so that the service is interchangeable should one unit fail. The system is fully automatic with the compressors being started and stopped from thermostatic cooler room controls.

Locker plants provide a highly specialized service. Broad merchandising experience is required for successful operation.

EDITOR'S NOTE.—Selection of lubricating oils for the meat plant refrigerating system will be discussed in Lesson 74.

APRONS FOR SHROUDERS

There is a possibility of reducing the time required for shrouding carcasses, an industrial engineer points out in commenting on the article "Fit the Clothing Method to Carcass Characteristics," published in the August 10 issue of THE NATIONAL PROVISIONER, by providing each workman with an apron with large pockets to hold shroud pins.

These aprons, he says, might be similar to the nail pocket aprons used by carpenters. Such aprons would obviate the necessity of many trips to the washed pin container.

LOCKER PLANT REFRIGERATION SYSTEM DESIGN DATA

ROOM	EXPOSURE	Area Sq. Ft.	U deg. F./hr.	HEAT TRANSMISSION		Service factor	B.t.u. per hour
				Temp. diff. deg.	Temp. deg.		
Chill and Aging 35 degs.	Outside wall	588	.061	60	1.2	2590	
	Inside wall	252	.061	60	1.2	1105	
	Partition (locker)	336	.061	30	1.2	—736	
	Roof	590	.050	62.5	1.2	2210	
	Floor	590	.064	40	1.2	1810	
Total for chill and aging room.....							
Freezer —15 degs.	Outside walls	126	.033	110	1.2	548	
	Inside walls	356	.042	20	1.2	360	
	Roof	121	.033	112.5	1.2	540	
	Floor	121	.033	90	1.2	432	
	Total for freezer.....						
Locker 5 degs.	Outside walls	1070	.042	90	1.2	4860	
	Partition (chill)	336	.061	30	1.2	736	
	Lobby	84	.042	90	1.2	380	
	Partition (freezer)	356	.042	20	1.2	—360	
	Roof	1090	.042	92.5	1.2	5080	
	Floor	1090	.044	70.0	1.2	4040	
Total for locker room.....							

Values of U taken from Armstrong's bulletin A1A. File No. 37-B4, page 7. Roof temperature taken at 97.5 degs.; air temperature, 95 degs.; ground temperature, 75 degs. Service factor of 1.2 takes care of lights, men working and imperfections in the erection of the insulation.

ESTIMATE OF LOADS ON EACH ROOM

Chill and aging room:

Fresh meats 1000 lbs. per day (85°—40°) \times .7..... = 31,500 B.t.u. per day
Heat transmission 6979 \times 24..... = 167,400 B.t.u. per day
Total load = 198,900 B.t.u. per day

Freezer:

Various food products, 2000 lbs. per day from 70° to —10°
2000 [(70°—30°) \times .9 + 100 + (30) (-10)] .4..... = 304,000
Heat transmission 1870 \times 24..... = 44,900
Total load = 348,900

Locker:

Sensible heat gain from foods, 2000 [(5°) (-10°)] .4..... = —12,000
Heat transmission 14,746 \times 24..... = 354,000
Total load = 342,000

1 1/4 IN. PIPING REQUIRED

Chill and aging room: $L = \frac{198,900 \times 2.3}{24 \times 1.5 \times (35° - 25°)}$ = 1270 ft.

Freezer: $L = \frac{198,900 \times 2.3}{24 \times 2 \times [(—15°) - (—28°)]}$ = 1285 ft.

Locker: $L = \frac{198,900 \times 2.3}{24 \times 2.5 \times [(5°) - (—28°)] \times .33^*}$ = 1200 ft.

*Note .33 is allowing for 33 per cent efficiency of coil due to frost.

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Output of Processed Meats Sets Some Records in July

PRODUCTION of processed meats under federal inspection continued at a high rate during July and in some cases made gains which carried volume above or within striking distance of all-time records.

Sausage production of 79,935,413 lbs. in July came close to the record of 80,176,000 lbs. turned out in July, 1936. Sliced bacon production went over the top in July with 30,525,151 lbs.; the previous monthly high for this packaged meat was 27,450,204 lbs. in June, 1940.

Volume of pork canned in July exceeded the amount canned in July, 1939, by 5,350,000 lbs., but there was a seasonal decline of 771,000 lbs. compared with June, 1940. Total volume of meat food products canned in July exceeded output in July, 1939, by more than 25 per cent, and was greater than in any previous July on record.

Quantity of meat loaves produced in July was above any July on record and exceeded the total for any month in the last four years, with the exception of October, 1939.

Sausage production under federal inspection during July, with comparisons:

	July, 1940	June, 1940	July, 1939
	lbs.	lbs.	lbs.
Fresh (finished) ..	7,245,178	7,689,543	6,152,212
Smoked and/or cooked ..	60,541,884	53,807,482	53,572,885
To be dried or semidried ..	12,148,351	10,429,555	11,634,196
Total	79,935,413	71,926,580	71,359,293

Output of dried or semi-dried sausage was greater than in any previous month on record, being over one-half million

lbs. above production in July, 1939, and 1 1/4 million lbs. over the June, 1940 level. Volume of smoked and cooked sausage turned out was the greatest on record and was approximately 7 million lbs. above production in July, 1939, and June, 1940.

Volume of canned meat food products, sliced bacon and meat loaves produced during July, 1940, with comparisons:

	July, 1940	June, 1940	July, 1939
	lbs.	lbs.	lbs.
Canned meat and meat food products:			
Beef	4,903,704	4,573,035	4,550,294
Pork	22,748,501	23,519,786	17,389,603
Sausage	2,662,621	2,560,122	2,586,180
Soup	9,189,684	14,222,756	5,789,817
All other	8,621,132	8,545,881	5,427,177
Total	48,125,642	53,421,580	35,763,671

	Bacon:		
	Sliced	lbs.	lbs.
	30,525,151	27,450,204	24,651,037

	Meat loaves:		
	Headcheese, chili con carne, jellied products, etc.	lbs.	lbs.
	10,670,162	10,018,671	8,996,203

Total production of sausage under federal inspection during each month of the 1940 packer fiscal year, compared with production in 1939 and 1938:

	1940	1939	1938
	lbs.	lbs.	lbs.
Nov.	67,155,268	66,612,075	61,140,435
Dec.	59,581,307	59,452,050	54,946,367
Jan.	66,216,591	65,881,757	57,438,459
Feb.	58,742,510	53,495,335	52,12,898
Mar.	70,015,994	61,163,870	53,535,167
April	70,775,267	57,674,333	57,578,590
May	75,628,700	71,676,040	63,918,896
June	71,926,580	73,268,181	68,164,386
July	79,935,413	71,359,293	66,665,384
Total	611,958,280	575,823,352	540,496,112

Total output of dried or semi-dried sausage was greater than in any previous month on record, being over one-half million

Output of sliced bacon has been increasing month by month. Monthly vol-

ume for the packer year through July, compared with production in like periods in 1939, and 1938:

	1940	1939	1938
	lbs.	lbs.	lbs.
Nov.	22,903,197	19,967,669	16,800,154
Dec.	22,336,794	18,607,520	17,381,833
Jan.	24,778,170	19,860,787	17,271,741
Feb.	21,755,898	18,169,033	16,390,822
Mar.	23,306,006	20,793,982	18,604,313
April	26,083,611	19,852,459	19,087,770
May	26,857,536	23,214,142	21,632,082
June	27,450,204	24,547,610	21,344,488
July	30,625,151	24,651,037	21,601,392
Total	226,506,306	189,794,269	169,055,504

Volume of meat food products canned during the nine months of the packer year, with comparisons:

	1940	1939	1938
	lbs.	lbs.	lbs.
Nov.	62,180,588	48,752,624	52,530,356
Dec.	68,982,899	53,616,415	59,686,274
Jan.	78,477,460	53,747,149	60,087,337
Feb.	74,901,625	50,260,019	56,108,770
Mar.	71,112,069	58,183,300	57,081,445
April	64,525,382	48,768,350	44,303,782
May	59,734,638	53,133,248	28,460,276
June	53,421,580	44,907,978	30,536,315
July	48,125,642	35,763,671	29,641,568
Total	584,862,379	447,273,892	419,034,023

CASING IMPORTS AND EXPORTS

Foreign trade in casings during June:

IMPORTS		
	Sheep, lamb and goat, lbs.	Other, lbs.
Portugal	2,504	.....
United Kingdom	1,830	.....
Canada	23,631	217,679
Argentina	109,895	260,507
Brazil .....	.....	96,349
Chile	264,546	.....
Peru	3,893	.....
Uruguay	80	43,310
British India	17,591	.....
China	32,638	92,587
Burma	3,417	.....
Iraq	16,380	.....
Japan	2,326	4,484
Palestine	2,326	1,102
Iran	26,477	.....
Syria	173	.....
Turkey	30,297	.....
Other Asia	11,330	.....
Australia	83,946	25,475
New Zealand	219,726	.....
Egypt	7,210	.....
Tunisia	1,543	.....
Morocco	21,646	.....
Other	680	80
Total	887,808	741,573
Value	\$721,351	\$73,121

EXPORTS

	Hog, lbs.	Beef, lbs.	Other, lbs.
Iceland	1,665	.....	.....
Spain .....	.....	115,277	.....
United Kingdom	172,936	8,635	.....
Canada	1,700	43,958	88,965
Panama, Canal Zone	142	41,006	82
Newfoundland and Labrador .....	.....	4,179	.....
Cuba	8,590	7,113	761
Dominican Republic .....	.....	1,870	.....
Argentina	88,355	.....	.....
Australia	26,657	.....	.....
New Zealand	19,939	.....	135
Union of So. Africa	8,523	.....	.....
Mozambique	1,810	.....	182
Others .....	.....	.....	.....
Total	324,989	222,038	93,515
Value	\$181,082	30,119	55,531

MEAT IMPORTS AT NEW YORK

Imports for the period August 8 to August 14, inclusive, at New York:

Point of origin	Commodity	Amount, lbs.
Argentina—Canned corned beef .....	.....	163,157
Brazil—Canned roast beef .....	.....	4,800
—Canned corned beef .....	.....	48,000
Cuba—50 quarters fresh chilled beef	90,892	.....
—235 eighths fresh frozen beef	19,139	.....
—Fresh chilled beef tenderloins	9,160	.....
Canada—Smoked back bacon	1,134	.....
—Fresh frozen ham	39,419	.....
—Fresh chilled pork shoulders	2,140	.....
—Fresh chilled pork tenderloins	60	.....
England—Beef extract in jars	1,896	.....

CHICAGO PROVISION MARKETS

Provisions and Lard

CASH PRICES

Based on actual carlot trading Thursday,
August 22, 1940

REGULAR HAMS

	Green	*S.P.
8-10	13 1/4	14
10-12	13 1/2	14
12-14	14	14 1/2
14-16	14 1/2 b	14 1/2
16-18 range	13 1/4	...

BOILING HAMS

	Green	*S.P.
16-18	15	15 1/2
18-20	15	15 1/2
20-22	15	15 1/2
16-20 range	15	...
16-22 range	15	...

SKINNED HAMS

	Green	*S.P.
10-12	15 1/2	16 1/4
12-14	16 1/2	17
14-16	16 1/2	17
16-18	15 1/2 @ 16	16 1/2
18-20	15 1/2	15 1/2
20-22	15 1/2	15 1/2
22-24	12 1/2	13
24-26	12 1/2	12 1/2
25-30	11 1/2 @ 11 1/2	11 1/2
25 up, No. 2's inc.	10 1/2	...

PICNICS

	Green	*S.P.
4-6	11	11 1/4
6-8	11	11 1/4
8-10	10	10 1/2
10-12	9 1/2 @ 9 1/2	9 1/2
12-14	9 1/2 @ 9 1/2	9 1/2
8 up, No. 2's inc.	9 1/2 @ 9 1/2	...

Short shank % @ 1/2c over.

BELLIES

	Green	*S.P.
6-8	9 1/2	10 1/2
8-10	9 1/2	10 1/2
10-12	9 1/2	10 1/2
12-14	9 1/2	10 1/2
14-16	8 1/2	9 1/2
16-18	8 1/2	9 1/2

*Quotations represent No. 1 new cure.

GREEN AMERICAN BELLIES

	7 1/2	7 1/2
20-25	7 1/2	7 1/2

D. S. BELLIES

	Clear	Rib
16-18	7 1/2 n	...
18-20	7 1/2	...
20-25	7 1/2 @ 7 1/2	7 1/2
25-30	7 1/2 @ 7 1/2	7 1/2
30-35	6 1/2	6 1/2
35-40	6 1/2	6 1/2
40-50	6 1/2	6 1/2

D. S. FAT BACKS

	5 1/2	5 1/2
8-10	5 1/2	5 1/2
10-12	5 1/2	5 1/2
12-14	5 1/2	5 1/2
14-16	5 1/2	5 1/2
16-18	6	5 1/2
18-20	6	5 1/2
20-25	6	5 1/2

OTHER D. S. MEATS

	6 1/2	5
Regular plates	6 1/2	6
Clear plates	4 1/2	5
D. S. Jowl butts	4 1/2	4 1/2
S. P. jowls	4	4
Green square jowls	5 1/2	5 1/2
Green rough jowls	4 1/2	4 1/2

WEEK'S LARD PRICES

Prices of cash, loose and leaf lard on the Chicago Board of Trade:

	Cash	Loose	Leaf
Saturday, Aug. 17	4.75n	4.55b	4.75n
Monday, Aug. 19	4.72 1/2 n	4.55n	4.75b
Tuesday, Aug. 20	4.70n	4.55n	4.75n
Wednesday, Aug. 21	4.75n	4.65b	4.75n
Thursday, Aug. 22	4.85n	4.75	4.87 1/2 n
Friday, Aug. 23	4.75n	4.75b	4.87 1/2 n

Packers' Wholesale Prices

	Refined lard, tierces, f.o.b. Chgo.	6 1/2
Kettle rend., tierces, f.o.b. Chgo.	7 1/2	
Leaf, kettle rend., tierces, f.o.b. Chgo.	7 1/2	
Neutral, tierces, f.o.b. Chicago	7 1/2	
Shortening, tierces, c.a.f.	9 1/2	

Havana, Cuba Lard Price

Wednesday, August 21, 1940

Pure lard..... 9.85

FUTURE PRICES

SATURDAY, AUGUST 17, 1940

Open High Low Close

LARD—	Sept.	4.55	4.75	4.55	4.75b
Oct.	4.65	4.85	4.65	4.85b	
Dec.	4.85	5.05	4.85	5.05b	
Jan.	4.95	5.15	4.95	5.15b	
Mar.	5.05	5.25	5.05	5.25b	
May	6.00	6.07 1/2	6.00	6.07 1/2b	

Sales: Sept. 19; Oct. 6; Dec. 15; Jan. 12; May. 2; total, 54 sales.

Open interest: Sept. 800; Oct. 878; Dec. 657; Jan. 303; Mar. 6; May. 48; total, 2,761 lots.

CLEAR BELLIES—

Sept.	...	...	...	...	6.82 1/2b
Oct.	...	...	...	...	7.10b

MONDAY, AUGUST 19, 1940

Open interest: Sept. 797; Oct. 871; Dec. 668; Jan. 307; Mar. 6; May. 49; total, 3,698 lots.

LARD—

Sept.	4.72 1/2	4.72 1/2	4.72 1/2	4.72 1/2b
Oct.	4.82 1/2	4.82 1/2	4.80	4.82 1/2b
Dec.	5.07 1/2	5.07 1/2	5.00	5.02 1/2b
Jan.	5.12 1/2	5.12 1/2	5.10	5.12 1/2b
Mar.	6.05	6.10	6.05	6.10

Sales: Sept. 21; Oct. 10; Dec. 25; Jan. 26; Mar. 2; May. 4; total, 105 sales.

Open interest: Sept. 765; Oct. 868; Dec. 686; Jan. 333; Mar. 7; May. 50; total, 2,709 lots.

CLEAR BELLIES—

Sept.	...	...	...	...	6.82 1/2b
Oct.	...	...	...	...	7.10b

TUESDAY, AUGUST 20, 1940

Open interest: Sept. 765; Oct. 868; Dec. 686; Jan. 333; Mar. 7; May. 50; total, 2,709 lots.

LARD—

Sept.	4.67 1/2	4.72 1/2	4.67 1/2	4.70b
Oct.	4.80	4.82 1/2	4.80	4.82 1/2b
Dec.	5.00	5.12 1/2	5.00	5.02 1/2b
Jan.	5.10	5.12 1/2	5.10	5.10b
Mar.	6.00	6.02 1/2	6.00	6.02 1/2b

Sales: Sept. 37; Oct. 11; Dec. 25; Jan. 26; Mar. 2; May. 4; total, 105 sales.

Open interest: Sept. 742; Oct. 859; Dec. 697; Jan. 333; Mar. 9; May. 51; total, 2,693 lots.

CLEAR BELLIES—

Sept.	...	...	...	...	7.05n
Oct.	...	...	...	...	7.15n

WEDNESDAY, AUGUST 21, 1940

Open interest: Sept. 724; Oct. 858; Dec. 696; Jan. 345; Mar. 9; May. 51; total, 2,693 lots.

LARD—

Sept.	4.80	4.87 1/2	4.80	4.82 1/2ax
Oct.	4.95	5.00	4.95	4.95ax
Dec.	5.10	5.17	5.10	5.15ax
Jan.	5.22 1/2	5.27 1/2	5.22 1/2	5.25ax
Mar.	6.05	6.07 1/2	6.05	6.17 1/2ax

Sales: Sept. 22; Oct. 9; Dec. 21; Jan. 12; May. 11; total, 75 sales.

Open interest: Sept. 724; Oct. 858; Dec. 696; Jan. 345; Mar. 9; May. 51; total, 2,693 lots.

CLEAR BELLIES—

Sept.	...	...	...	...	7.05n
Oct.	...	...	...	...	7.15n

THURSDAY, AUGUST 22, 1940

Open interest: Sept. 724; Oct. 858; Dec. 696; Jan. 345; Mar. 9; May. 51; total, 2,693 lots.

LARD—

Sept.	4.80	4.87 1/2	4.85	4.85ax
Oct.	4.95	5.12 1/2	5.02 1/2	5.02 1/2b
Dec.	5.12 1/2	5.27 1/2	5.15	5.15ax
Jan.	5.22 1/2	5.27 1/2	5.15	5.15ax
Mar.	6.05	6.07 1/2	6.05	6.05

Sales: Sept. 23; Oct. 10; Dec. 21; Jan. 12; May. 11; total, 75 sales.

Open interest: Sept. 724; Oct. 858; Dec. 696; Jan. 345; Mar. 9; May. 51; total, 2,693 lots.

CLEAR BELLIES—

Sept.
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MEAT AND SUPPLIES PRICES

Chicago

WHOLESALE FRESH MEATS

Carcass Beef

	Week ended	Cor. week,
	August 21, 1940	1939
	per lb.	per lb.
Prime native steers—		
400-600	19 1/4 @ 19 1/2	15 1/2 @ 16 1/2
600-800	19 @ 19 1/2	15 1/2 @ 16 1/2
800-1000	18 1/2 @ 19	15 1/2 @ 16
Good native steers—		
400-600	18 1/2 @ 19	15 @ 16
600-800	18 1/2 @ 18 1/2	14 1/2 @ 15 1/2
800-1000	17 1/2 @ 18 1/2	14 @ 15
Medium steers—		
400-600	18 @ 18 1/2	14 1/2 @ 15
600-800	17 1/2 @ 17 1/2	14 1/2 @ 15
800-1000	17 1/2 @ 17 1/2	14 1/2 @ 15
Heifers, good, 400-600	18 @ 18 1/2	14 @ 15
Cows, 400-600	12 1/2 @ 14	11 @ 13
Hind quarters, choice	24	19 @ 20
For quarters, choice	14	11 1/2 @ 12

Beef Cuts

Steer loins, prime, unquoted	unquoted
Steer loins, No. 1	.36
Steer loins, No. 2	.35
Steer short loins, prime, unquoted	unquoted
Steer short loins, No. 1	.42
Steer short loins, No. 2	.39
Steer loin ends (hips)	.31
Steer loin ends, No. 2	.31
Cow loins	.21
Cow short loins	.23
Cow loin ends (hips)	.21
Steer ribs, prime, unquoted	unquoted
Steer ribs, No. 1	.24
Steer ribs, No. 2	.22
Cow ribs, No. 2	.13
Cow ribs, No. 3	.12 1/2
Steer rounds, prime, unquoted	unquoted
Steer rounds, No. 1	.29 1/4
Steer rounds, No. 2	.22
Steer chuck, prime, unquoted	unquoted
Steer chuck, No. 1	.16 1/4
Steer chuck, No. 2	.16
Cow rounds	.17
Cow plates	.13
Steer plates	.8 1/4
Medium plates	.8 1/2
Briskets, No. 1	.13
Cow navel ends	.10
Steer navel ends	.6 1/2
Fore shanks	.9 1/2
Hind shanks	.7
Strip loins, No. 1 bns.	.59
Strip loins, No. 2	.40
Sirloin butts, No. 1	.40
Sirloin butts, No. 2	.26
Beef tenderloins, No. 1	.66
Beef tenderloins, No. 2	.65
Rump butts	.65
Flank steaks	.26
Shoulder chops	.17
Hanging tenderloins	.15
Insides, green 6@8 lbs.	.21
Outsides, green, 5@6 lbs.	.19
Knuckles, green, 5@6 lbs.	.17 1/2

Beef Products

Brains	6
Hearts	8
Tongues	18
Sweetbreads	13
Ox-tail	6
Fresh tripe, plain	10
Fresh tripe, H. C.	11 1/2
Livers	18
Kidneys	9

Veal

Choice carcass	18 1/2
Good carcass	16 @ 17
Good saddles	22
Good racks	15
Medium racks	12

Veal Products

Brains, each	7
Sweetbreads	30
Calf livers	49

Lamb

Choice lambs	20
Medium lambs	19
Choice saddles	23
Medium saddles	21
Choice fore	17
Medium fore	15
Lamb fries	28
Lamb tongues	17
Lamb kidneys	15

Mutton

Heavy sheep	6
Light sheep	8
Heavy saddles	7
Light saddles	10
Heavy fore	4
Light fore	6
Mutton legs	12
Mutton loins	8
Mutton stew	4
Sheep tongues	11
Sheep heads, each	11

Fresh Pork and Pork Products

Pork loins, 8-10 lbs. av.	.21
Picnics	11 1/2
Skinned shoulders	11 1/2
Tenderloins	.30
Spare ribs	.10
Back fat	.6 1/2
Boston butts, cellar trim, 2@4	.15
Hocks	.17
Tails	.5
Neck bones	.2
Slip bones	.7
Blade bones	.7
Pig's feet	.2 1/2
Kidneys, per lb.	.3
Livers	.7
Brains	.8 1/2
Ears	.4
Snouts	.3
Heads	.6
Chitterlings	.5

WHOLESALE SMOKED MEATS

Fancy regular hams, 14@16 lbs., parchment paper	.17 @ 18 1/2
Fancy skinned hams, 14@16 lbs., parchment paper	.19 @ 20 1/4
Standard reg. hams, 14@16 lbs., plain	.16 @ 17 1/2
Picnics, 4@8 lbs., short shank, plain	.14 1/2 @ 15 1/2
Picnics, 4@8 lbs., long shank, plain	.12 1/2 @ 13 1/2
Fancy bacon, 6@8 lbs., plain	.17 1/2 @ 18
Standard bacon, 6@8 lbs., plain	.13 @ 14 1/2
No. 1 beef sets, smoked	
Insides, 8@12 lbs.	.87 @ .88
Outsides, 5@9 lbs.	.84 @ .85
Knuckles, 5@9 lbs.	.84 @ .85
Cooked hams, choice, skin on, fattened	.29
Cooked hams, choice, skinless, fattened	.33
Cooked picnics, skin on, fattened	.24 1/2
Cooked picnics, skinned, fattened	.25

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$.15.75
Lamb tongue, short cut, 200-lb. bbl.	\$.65.00
Regular tripe, 200-lb. bbl.	\$.17.25
Honeycomb tripe, 200-lb. bbl.	\$.22.25
Pocket honeycomb tripe, 200-lb. bbl.	\$.26.00

BARRELED PORK AND BEEF

Clear fat back pork:	
70-80 pieces	\$.12.00
80-100 pieces	\$.11.50
100-120 pieces	\$.11.50
Clear plate pork, 25-35 pieces	\$.12.00
Bean pork	\$.12.00
Brisket pork	\$.17.00
Plate beef	\$.17.00
Extra plate beef	\$.18.00
Pork livers	.5
Native boneless bull meat (heavy)	.15 1/4
Bacon	.15 1/2 @ 1 1/2
Shank meat	.18 @ 13 1/4
Beef trimmings	.12 1/2 @ 12 1/2
Beef cheeks (trimmed)	.9
Dressed canners 350 lbs. and up	.9 1/2
Dressed canner cows, 400-450-lb.	.10 1/2
Dr. bologna bulls 600 lbs. and up	.11 1/2 @ 11 1/2
Pork tongues, canner trim, fresh	.6

SAUSAGE MATERIALS

(Packed basis.)	
Regular pork trimmings	.6 1/2 @ 7
Special lean pork trimmings 85%	.12 @ 12 1/2
Extra lean pork trimmings 95%	.15 @ 16
Pork cheek meat (trimmed)	.10 1/2 @ 11
Pork hearts	.7
Pork livers	.5
Native boneless bull meat (heavy)	.15 1/4
Bacon	.15 1/2 @ 1 1/2
Shank meat	.18 @ 13 1/4
Beef trimmings	.12 1/2 @ 12 1/2
Beef cheeks (trimmed)	.9
Dressed canners 350 lbs. and up	.9 1/2
Dressed canner cows, 400-450-lb.	.10 1/2
Dr. bologna bulls 600 lbs. and up	.11 1/2 @ 11 1/2
Pork tongues, canner trim, fresh	.6

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)	
Pork sausage, in 1-lb. carton	.22 1/2
Country style sausage, fresh in link	.17 1/2
Country style sausage, fresh in bulk	.15 1/2
Country style sausage, smoked	.22
Frankfurters, in sheep casings	.23 1/2
Frankfurters, in hog casings	.22
Skinless frankfurters	.21 1/2
Bologna in beef bungs, choice	.17 1/2
Bologna in beef middles, choice	.18
Liver sausage in beef rounds	.14 1/2
Liver sausage in hog bungs	.16 1/2
Smoked liver sausage in hog bungs	.17 1/2
Head cheese	.14 1/2
New England luncheon specialty	.21
Mincé luncheon specialty, choice	.19 1/2
Tongue & blood	.17
Blood sausage	.17
Souse	.16
Polish sausage	.22
Cervelat, choice, in hog bungs	.36
Thuringer	.20
Farmer	.28
Holsteiner	.28
B. C. salami, choice	.33
Milano, salami, choice in hog bungs	.31
B. C. salami, new condition	.18 1/2
Frisee, choice, in hog middles	.31
Genoa style salami, choice	.31
Pepperoni	.28
Mortadella, new condition	.19 1/2
Capicola	.38
Italian style hams	.30
Virginia hams	.36 1/2

CURING MATERIALS

	Cwt.
Nitrite of soda (Chgo. w'hse stock)	
In 425-lb. bbls., delivered	\$.75
Salt peter, less than ton lots f.o.b. N. Y.	
Dbl. refined granulated	7.50
Small crystals	8.50
Medium crystals	8.75
Large crystals	9.50
Dbl. rfd. gran. nitrate of soda, only, f.o.b. Chicago, per ton:	
Granulated	7.20
Medium, dried	10.20
Rock	6.80
Sugar	
Raw, 96 basis, f.o.b. New Orleans	2.65
Standard gran., f.o.b. refiners (2%)	4.30
Packers' Reserve, La., less 2%	
In car lots, per cwt. (Cotton)	4.10
In paper bags	3.59

SAUSAGE CASINGS

(F. O. B. Chicago.)

(Prices quoted to manufacturers of sausage.)	
Beef casings:	
Domestic rounds, 180 pack	.16
Domestic rounds, 140 pack	.31
Export rounds, wide	.37
Export rounds, medium	.21
Export rounds, narrow	.32
No. 1 weasands	.06
No. 1 bungs	.12
No. 2 bungs	.08
Middles, regular	.15
Middles, select, wide, 2@2 1/4 in.	.45
Middles, select, extra, 2 1/4 in. & up	.70
Dried bladders	
12-15 in. wide, fat	.90
10-12 in. wide, fat	.75
8-10 in. wide, fat	.35
6-8 in. wide, fat	.25
Pork casings	
Narrow, per 100 yds.	1.80
Narrow, special, per 100 yds.	1.50
Medium, regular	1.15
English, medium	1.00
Wide, per 100 yds.	.90
Extra wide, per 100 yds.	.70
Export bungs	.16
Large prime bungs	.13
Medium prime bungs	.06
Small prime bungs	.03 1/2
Middles, per set	.14

SPICES

(Basis Chicago, original bbls., bags or bales.)	
Allspice, prime	.17 1/2
Refined	.19
Chili pepper	.23
Powder	.23
Cloves, Amboyna	.28
Zanzibar	.18
Ginger, Jamaica	.13 1/2
Ginger, African	.8
Mace, Fancy Banda	.62
Mace, East India	.56
East & West India Blend	.58
Mustard flour, fancy	.25
No. 1	.19
Nutmeg, fancy Banda	.21
East India	.18 1/2
East & West India Blend	.18
Paprika, Spanish	.46
Fancy Hungarian	.43
No. 1 Hungarian	.40 1/2
Pepper, Ceyenne	.37
Red No. 1	.21
Black Malabar	.54 1/2
Black Lampung	.54
Paprika, white Singapore	.94
Muntok	.94
Packers	.12

MARKET PRICES

New York

DRESSED BEEF

City Dressed

Choice, native, heavy.....	20	@20 1/2
Choice, native, light.....	20	@21 1/2
Native, common to fair.....	18	@18

Western Dressed Beef

Native steers, 600@800 lbs.....	18	@19
Native choice yearlings, 440@600 lbs.....	17	@18
Good to choice heifers.....	16	@17
Good to choice cows.....	14	@15
Common to fair cows.....	13	@14
Fresh bologna bulls.....	13	@14

BEEF CUTS

Western	City
No. 1 ribs.....	23 @24
No. 2 ribs.....	20 @21
No. 3 ribs.....	19 @20
No. 1 loins.....	32 @33
No. 2 loins.....	26 @32
No. 3 loins.....	20 @24
No. 4 loins and ribs.....	25 @29
No. 2 ribs and ribs.....	19 @21
No. 1 rounds.....	17 @17
No. 2 rounds.....	16 @16
No. 3 rounds.....	15 @15
No. 1 chuck.....	15 @15
No. 2 chuck.....	14 @14
No. 3 chuck.....	13 @13
City dressed bolognias.....	13 1/2 @14 1/2
Rolls, reg. 4@6 lbs. av.....	18 @20
Rolls, reg. 6@8 lbs. av.....	23 @25
Tenderloins, 4@6 lbs. av.....	50 @60
Tenderloins, 5@8 lbs. av.....	50 @60
Shoulder clods.....	16 @18

DRESSED VEAL

Good.....	19	@20
Medium.....	18	@19
Common.....	17	@18

DRESSED SHEEP AND LAMBS

Genuine spring lambs, good.....	22	@23
Genuine spring lambs, good to medium.....	21	@22
Genuine spring lambs, medium.....	20	@21
Winter lambs, good.....	20	@21
Winter lambs, good and medium.....	19	@20
Winter lambs, medium.....	18	@19
Sheep, good.....	9	@11
Sheep, medium.....	8	@9

DRESSED HOGS

Hogs, good and choice (110-140 lbs.) head on; leaf fat in.....	\$10.25	@10.50
Pigs, small lots (60-110 lbs.) head on; leaf fat in.....	11.00	@11.75

FRESH PORK CUTS

Pork loins, fresh, Western 10@12 lbs.	20	@21
Shoulders, Western, 10@12 lbs. av.....	13	@14
Butts, regular, Western.....	16	@17
Hams, Western, fresh, 10@12 lbs. av.....	17	@18
Picnics, Western, fresh, 6@8 lbs. av.....	12	@13
Pork trimmings, extra lean.....	18	@19
Pork trimmings, regular, 50% lean.....	10	@11
Spareribs.....	9	@10

COOKED HAMS

Cooked hams, choice, skinless, fattened.....	39	
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SMOKED MEATS

Regular hams, 8@10 lbs. av.....	19 1/2	@20 1/2
Regular hams, 10@12 lbs. av.....	19	@19 1/2
Regular hams, 12@14 lbs. av.....	19	@19 1/2
Skinned hams, 10@12 lbs. av.....	20 1/2	@21 1/2
Skinned hams, 12@14 lbs. av.....	20 1/2	@21 1/2
Skinned hams, 14@16 lbs. av.....	19 1/2	@20 1/2
Skinned hams, 18@20 lbs. av.....	19	@19 1/2
Picnics, 4@6 lbs. av.....	14	@16
Picnics, 6@8 lbs. av.....	14 1/2	@15
Bacon, boneless, Western.....	18	@19
Bacon, boneless, city.....	17	@18
Beef tongue, light.....	22	@23
Beef tongue, heavy.....	23	@24

FANCY MEATS

Fresh steer tongues, untrrimmed.....	16c	a pound
Fresh steer tongues, 1. c. trimmed.....	28c	a pound
Sweetbreads, beef.....	30c	a pound
Sweetbreads, veal.....	70c	a pair
Beef kidneys.....	12c	a pound
Mutton kidneys.....	4c	each
Livers, beef.....	29c	a pound
Oxtails.....	34c	a pound
Beef hanging tenders.....	30c	a pound
Lamb frie.....	12c	a pair

BUTCHERS' FAT

Shop Fat.....	50	per cwt.
Breast Fat.....	1.00	per cwt.
Edible Suet.....	2.00	per cwt.
Inedible Suet.....	1.50	per cwt.

GREEN CALFSKINS

5-9 9 1/2-12 1/2-14 1/4-18 18 up		
Prime No. 1 veals.....	2.15	2.55
Prime No. 2 veals.....	1.85	2.25
Buttermilk No. 1.....	1.65	2.05
Buttermilk No. 2.....	1.50	1.90
Branded grubby.....	.75	1.10
Number 3.....	.75	1.10

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats, quoted by the U. S. Department of Agriculture, Agricultural Marketing Service, on August 21, 1940:

Fresh Beef:	CHICAGO	BOSTON	NEW YORK	PHILA.
STEER, Choice:				
400-500 lbs. ¹	\$18.00 @ 19.50			
500-600 lbs.	18.00 @ 19.50			
600-700 lbs. ²	18.50 @ 19.50	\$19.50 @ 21.00	19.50 @ 20.50	\$20.00 @ 21.00
700-800 lbs. ²	18.50 @ 19.50	19.50 @ 21.00	19.50 @ 20.50	20.00 @ 21.00
STEER, Good:				
400-500 lbs. ¹	17.50 @ 18.50			
500-600 lbs.	17.50 @ 18.50			
600-700 lbs. ²	17.50 @ 18.50	18.50 @ 19.50	18.00 @ 19.50	19.00 @ 20.00
700-800 lbs. ²	17.50 @ 18.50	18.50 @ 19.50	18.00 @ 19.50	19.00 @ 20.00
STEER, Commercial:				
400-600 lbs. ¹	15.50 @ 17.50			
600-700 lbs. ²	15.50 @ 17.50	17.00 @ 18.50	16.00 @ 18.00	17.00 @ 18.50
STEER, Utility:				
400-600 lbs. ¹	13.50 @ 15.50			
COW (all weights):				
Commercial:				
Commercial, Commercial.....	12.00 @ 14.50	15.00 @ 16.00	13.00 @ 14.00	13.00 @ 14.00
Commercial, Utility.....	11.50 @ 13.00	14.00 @ 15.00	11.50 @ 13.00	12.00 @ 13.00
Cutter.....	10.50 @ 11.50	9.75 @ 10.50		
Canner.....				

Fresh Veal and Calf:	CHICAGO	BOSTON	NEW YORK	PHILA.
VEAL, Choice:				
80-130 lbs.	17.00 @ 18.00	18.50 @ 20.00	18.00 @ 20.00	19.00 @ 20.00
130-170 lbs.	15.00 @ 17.00			
VEAL, Good:				
50-80 lbs.	15.00 @ 16.00	16.50 @ 18.50	16.00 @ 17.50	17.00 @ 19.00
80-130 lbs.	15.00 @ 17.00	17.00 @ 18.00		
130-170 lbs.	14.00 @ 15.00			
VEAL, MEDIUM:				
50-80 lbs.	14.00 @ 15.00	15.50 @ 16.50	15.00 @ 16.00	15.00 @ 17.00
80-130 lbs.	14.00 @ 15.00	15.50 @ 17.00	15.50 @ 16.50	15.00 @ 17.00
130-170 lbs.	13.00 @ 14.00			
VEAL, Common:				
All weights.....	12.00 @ 13.00	14.00 @ 15.50	13.50 @ 15.00	13.00 @ 15.00

Fresh Lamb and Mutton:	SPRING LAMB:	CHICAGO	BOSTON	NEW YORK
LAMB, Choice:				
30-40 lbs.	20.00 @ 21.00	21.00 @ 22.00	21.00 @ 22.00	22.00 @ 23.00
40-45 lbs.	20.00 @ 21.00	21.00 @ 22.00	21.00 @ 22.00	22.00 @ 23.00
45-50 lbs.	20.00 @ 21.00	20.50 @ 21.50	21.00 @ 22.00	21.00 @ 22.00
50-60 lbs.	19.00 @ 20.00			
LAMB, Good:				
30-40 lbs.	18.00 @ 20.00	20.00 @ 21.00	20.00 @ 21.00	20.00 @ 21.00
40-45 lbs.	18.00 @ 20.00	20.00 @ 21.00	20.00 @ 21.00	21.00 @ 22.00
45-50 lbs.	17.50 @ 19.50	19.50 @ 20.50	20.00 @ 21.00	20.00 @ 21.00
50-60 lbs.				
LAMB, Medium:				
All weights.....	17.00 @ 18.00	16.50 @ 20.00	17.00 @ 20.00	18.00 @ 20.00
LAMB, Common:				
All weights.....	15.00 @ 17.00		15.00 @ 17.00	
MUTTON (Ewe), 70 lbs. down:				
Good.....	8.00 @ 9.00	9.00 @ 10.00	8.00 @ 9.00	
Medium.....	7.00 @ 8.00	8.00 @ 9.00	7.00 @ 8.00	
Common.....	6.00 @ 7.00	6.50 @ 8.00	6.00 @ 7.00	

Fresh Pork Cuts:	LOINS, No. 1 (Bladeless Incl.):	CHICAGO	BOSTON	NEW YORK
8-10 lbs.	20.00 @ 21.00	22.00 @ 23.00	20.00 @ 21.00	20.00 @ 22.00
10-12 lbs.	19.50 @ 20.50	22.00 @ 23.00	20.00 @ 21.00	20.00 @ 22.00
12-15 lbs.	17.00 @ 18.00	20.00 @ 22.00	18.00 @ 19.00	17.50 @ 19.00
16-22 lbs.	12.50 @ 13.50	16.00 @ 18.00		14.50 @ 16.00
SHOULDERS, Skinned N. Y. Style:				
8-12 lbs.	12.00 @ 13.00			
BUTTS, Boston Style:				
4-8 lbs.	15.00 @ 16.50		16.00 @ 17.00	16.00 @ 17.00
SPARE RIBS:				
Half sheets.....	10.50 @ 11.50			
TRIMMINGS:				
Regular.....	7.50 @ 8.00			

¹Includes heifer 300-450 lbs. and steer down to 300 lbs. at Chicago. ²Includes Koshered beef sales at Chicago. ³Skin on at Chicago and New York; equivalent weights skin off at Boston and Phila. ⁴Based on 50-100 pound box sales to retailers.

All quotations in dollars per hundredweight. Beef, veal, calf, lamb and mutton prices apply to straight and calculated carcass bases.

CHAIN STORE SALES

National Tea Co. sales for the four weeks ended August 10 amounted to \$4,376,245 compared with \$4,072,988 for the same period in 1939, an increase of 7.4 per cent. Sales for the 32 weeks ended August 10 totaled \$37,260,361 against \$33,353,113 in 1939.

An increase of 9 per cent in sales for the four weeks ended August 10 has been reported by Kroger Grocery & Baking Co. Sales amounted to \$18,855,-

438 against \$17,226,148 for the same period last year. Cumulative sales for the 32 weeks ended August 10 were \$156,770,923, an increase of 8 per cent over \$145,366,700 for 1939.

American Stores Co. sales for the five weeks ended August 3 amounted to \$12,349,916 compared with \$10,739,300 for the corresponding period of 1939, an increase of 15 per cent. For the 31 weeks ended August 3, sales were \$75,887,166 against \$66,495,876 a year earlier.

Tallow Down Again; Tone is Better as Other Fats Gain

N. Y. extra sold at 3 3/8c, down 1/8c—Prime quoted at 3 3/8c—Tallow and greases feel weakness in competing soap oils—Markets steadied a little by action of cotton oil and lard.

TALLOW.—The New York tallow and grease market continued unsteady. Extra declined 1/8c to 3 3/8c sales, again going to a new low for the downward movement. Only moderate business was said to have passed; buyers backed away from offerings. Additional quantities were available at the new figure, but producers and sellers reported difficulty in interesting buyers, even at 3 3/4c.

Improvement in lard and oil prices encouraged producers of tallow to go slow for the time being, however, since the situation may improve if allied markets continue to rise. Soap making oils were cheap and unsteady, particularly coconut oil.

At New York, edible was quoted at 3 1/2c; extra, 3 3/8c; and special, 3 3/8c@3 1/2c.

Chicago tallow market was inactive early this week and prices were a shade lower; buyers were mostly withdrawn or bidding lower. There was a little more activity at midweek with edible selling at 3 3/8c, Chicago, and prime at 3 1/2c, Chicago. Thursday's market had a better tone with broader buying interest. A few tanks of edible sold at 3 3/8c, Chicago. Tallow quotations on Thursday at Chicago were:

Edible tallow	3 1/2c
Fancy tallow	3 3/8c
Prime packers	3 3/8c@3 1/2c
Special tallow	3
No. 1 tallow	2 1/2c@3

STEARINE.—Trade was moderate and the market very steady at New York. Last business and quotations on oleo were unchanged at 5 1/2c.

The Chicago market was quiet but steady. Prime was unchanged at 5c.

OLEO OIL.—Trade was small at New York, but the market was steady. Extra was quoted at 6 1/4c@6 1/2c; prime, 6@6 1/2c; and lower grades, 5 1/2c@6c.

Chicago business was steady but quiet. Extra was quoted at 7c.

GREASE OIL.—Demand was quiet and the market about steady at New York. No. 1 was quoted at 6 1/2c; No. 2, 6 1/2c; extra, 7 1/2c; extra No. 1, 7 1/2c; winter strained, 7 1/2c; prime burning, 8 1/2c, and prime inedible 7 1/2c.

Grease oil quotations at Chicago were as follows: No. 1, 6 1/2c; No. 2, 6 1/2c; extra, 6 1/2c; extra No. 1, 6 1/2c; winter strained, 7c; special No. 1, 6 1/2c; prime burning, 7 1/2c; and prime inedible, 7 1/2c. Acidless tallow oil was 6 1/2c.

NEATSFOOT OIL.—Demand was moderate at New York but prices were steady. Extra was quoted at 7 1/2c;

extra No. 1, 7 1/2c; prime, 7 1/2c; pure, 10 1/2c, and cold test, 16 1/2c.

Neatsfoot oil quotations at Chicago were: Cold test, 15 1/2c; extra, 6 1/2c; No. 1, 6 1/2c; prime, 7c, and pure, 10 1/2c.

GREASES.—The movement of greases was slightly larger at new low prices in the New York market. Yellow and house traded at 3c, with producers letting go because of further weakness in tallow and slack foreign demand. Buyers appeared to be more interested at the new levels, at least they took hold in a freer way. The market displayed no rallying power.

At New York, choice white was quoted at 3 1/2c; yellow, and house, 3c, and brown, 2 1/2c@2 1/2c.

Greases were dull at Chicago early in the week but brightened a bit later, even showing one advance over last week's close. Buyers were inactive on Monday with bids of 3c reported for white grease on Tuesday. Choice white grease sold at 3 1/2c, Chicago, at midweek. Couple of tanks of yellow sold at about the market and brown moved at 2 1/2c, Chicago. Thursday's market had a steady tone and a few tanks of white grease moved at 3 1/2c, Chicago. Grease quotations at Chicago on Thursday:

Choice white grease	3 1/2c
A-white grease	3
B-white grease	2 1/2c@3
Yellow grease, 10-15 f.f.a.	2 1/2c@2 1/2c
Yellow grease, 16-20 f.f.a.	2 1/2c
Brown grease	2 1/2c

EASTERN FERTILIZER MARKETS

New York, August 21, 1940

Most markets were dull the past week with very little trading reported. Dried blood sold at New York at \$2.15, f.o.b., with additional material offered at this figure. Cracklings were holding firm at 45c, f.o.b. New York, with producers stocks fairly well sold up.

Fish scrap was a little lower in price, due to the heavy catch of fish. Sulphate of ammonia is still strong and scarce, due to continued heavy export demand.

TALLOW FUTURE TRADING

Monday, Aug. 19.—Close: Sept. 3.45 n; Dec. 3.60 n.

Tuesday, Aug. 20.—Close: Sept. 3.30 n; Dec. 3.45 n.

Wednesday, Aug. 21.—Close: Sept. 3.20 n; Dec. 3.35 n.

Thursday, Aug. 22.—Close: Old, Sept. 3.20; Oct. 3.25; Dec. 3.35; Jan. 3.40; all nom; no sales. New, Sept. 3.30 n; Oct. 3.35 n; Dec. 3.45 n; Jan. 3.50 b.

Friday, Aug. 23.—Close: Sept. 3.25n; Dec. 3.40n.

BY-PRODUCTS MARKETS

Chicago, August 22, 1940

Trade was very dull in by-products this week and only a few items showed price changes. Tankage was a little higher.

Blood

Last sales of blood reported at \$2.25, and buyers' ideas still at this level with sellers asking \$2.35.

Unit
Ammonia

Unground	\$2.25@2.35
----------------	-------------

Digester Feed Tankage Materials

This market quiet and a little stronger. Last sales of 11@12% at inside of range.

Unground, 11 to 12% ammonia	\$2.25@2.35
Unground, 6 to 10%, choice quality	2.35@2.50
Liquid stick	1.00

Packinghouse Feeds

There was a little pickup in packinghouse feeds at unchanged prices.

Carlots,
Per ton
60% digester tankage

\$40.00

50% meat and bone scraps

40.00

Blood-meal

50.00

Special steam bone-meal

40.00

Bone Meals (Fertilizer Grades)

Bone meals were inactive and nominally unchanged.

Per ton
Steam, ground, 3 & 50

\$27.50@30.00

Steam, ground, 2 & 26

27.50@30.00

Fertilizer Materials

Fertilizer materials showed little life and the high grade was quoted a little lower.

Per ton
High grade tankage, ground

\$2.00 & 10c

10@11% ammonia

2.00 & 10c

Bone tankage, unground, per ton

18.00@20.00

Hoof meal

2.25@2.35

Hoof meal

2.35

Hoof meal

2.35</p

FERTILIZER PRICES

BASIS NEW YORK DELIVERY

Ammoniates

Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports	\$28.00
Blood, cased, 16% per unit	2.15
Underground fish, wet or dried, 11 1/4% ammonia, 16% B. P. L., f.o.b. fish factory	3.10 & 10c
Fish meal, foreign, 11 1/4% ammonia, 10% B. P. L., c.i.f. spot	51.00
August shipment	51.00
Fish scrap, acidulated, 70% ammonia, 3% A. P. A. f.o.b. fish factories	2.50 & 50c
Soda nitrate, per net ton: bulk, ex-vessel Atlantic and Gulf ports	27.00
in 200-lb. bags	28.30
in 100-lb. bags	29.00
Fertilizer tankage, ground, 10% ammonia, 10% B. P. L. bulk	2.25 & 10c
Feeding tankage, unground, 10-12% ammonia, 15% B. P. L. bulk	2.15 & 10c

Phosphates

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	\$32.50
Bone meal, raw, 12% and 50% in bags, per ton, c.i.f.	30.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	8.50

Dry Rendered Tankage

50/55% protein, unground	45c
60% protein, unground	45c

CHICAGO COTTON OIL

Monday, Aug. 19.—Close: Sept. 5.40 @ 5.55; Oct. 5.41 @ 5.60; Dec. 5.51 @ 5.56; Jan. 5.53 @ 5.56; Mar. 5.60 b; May 5.62 @ 5.69. Cash cottonseed oil 5.32 b.

Tuesday, Aug. 20.—Close: B.P.S. Sept. 5.40 @ 5.55; Oct. 5.41 @ 5.60; Dec. 5.51 @ 5.56; Jan. 5.53 @ 5.56; Mar. 5.60 b; May 5.626 @ 5.69. Cash cottonseed oil 5.32 n.

Wednesday, Aug. 21.—Close: B.P.S. Sept. 5.41 @ 5.47; Oct. 5.41 @ 5.48; Dec. 5.50 @ 5.56; Jan. 5.52 @ 5.58; Mar. 5.62 @ 5.70; May 5.65 @ 5.72; cash cottonseed oil 5.40 @ 5.50.

Thursday, Aug. 22.—Close: B.P.S. Sept. 5.44 @ 5.55; Oct. 5.45 @ 5.55; Dec. 5.56 @ 5.65; Jan. 5.60 @ 5.70; Mar. 5.67 @ 5.76; May 5.69 @ 5.80; cash cottonseed oil 5.48 @ 5.60.

Friday, Aug. 23.—Close: B. P. S. Sept. 5.44 @ 5.55; Oct. 5.45 @ 5.55; Dec. 5.56 @ 5.65; Jan. 5.60 @ 5.70; Mar. 5.67 @ 5.76; May 5.69 @ 5.80; cash cottonseed oil 5.48 @ 5.60.

JUNIOR LIVE STOCK SHOW

At the Junior Live Stock Show at the eighty-eighth annual Illinois State Fair, which opened on August 17 for a nine-day session, Harold Tuttle, Hinsdorff 4-H Club youth took grand championship honors with a 930-lb. Angus calf. The reserve championship went to Glenn Lodge with a Shorthorn. The Junior Live Stock Show attracted much attention and officials asserted the quality of the calves entered was better than in previous years.

BUYING HOGS

Does your hog buyer know all he should about the hogs he buys? Wouldn't "PORK PACKING," The National Provisioner's plant handbook, be a good investment for you in bringing buying price in closer relation to cut-out value?

Cotton Oil Firmer as More Two-Sided Market Develops

Less aggressive liquidation in nearby, improvement in cash oil demand and relative firmness in lard bring recovery from recent lows.

COTTONSEED oil futures were moderately active but steadier in the New York market during the past week. Prices rallied about 15 points from recent lows as a result of less aggressive liquidation in the nearby delivery, slight improvement in cash oil and shortening demand and relative firmness in the lard market.

The slow movement of new crop oil, tightness in old oil and indications that the new government lard standards may cut production about 15 per cent had a strengthening influence on sentiment. While the market did not rally with particular vigor, there was quite a little scattered buying and covering and considerable local absorption, particularly of March oil.

The March delivery was sold fairly freely on Tuesday and Wednesday, through brokers with trade and refiners' connections, which was regarded as hedging seed or crude, or both. In some quarters it was said that part of the March selling was in hedging purchases of new crop soybean oil around 3 1/2c.

Prices were more stubborn toward downturns and there was more evidence of strength in edible fat prices. Whether or not this will carry through remains to be seen, but the market has a more two-sided appearance. Soybean oil and tallow made new lows. The former sold at 3 1/2c for old crop oil, while N. Y. extra tallow sold at 3 1/2c.

The open interest in New York cottonseed oil futures market declined 88 lots during the week to 1,887 lots as of Tuesday's close. The reduction is believed to be mainly due to September liquidation. September oil continued to rule about 25 points under March, and quite a little was transferred to the later positions. Ring observers feel that there is still a sizeable amount of September oil open.

COCONUT OIL.—Demand was rather

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt, 4%
White deodorized, in bbls., f.o.b. Chicago, 6% @ 6 1/2
Yellow, deodorized, 6% @ 6 1/2
Soap stock, 50% f.f.a., f.o.b. consuming points, 1 @ 1 1/4
Soybean oil, f.o.b. mills, in tanks, 3% @ 4
Corn oil, in tanks, f.o.b. mills, 5 @ 5 1/2
Coconut oil, sellers' tanks, f.o.b. const., 2 1/4
Refined coconut, bbls., f.o.b. Chicago, 8 @ 8 1/4
Vegetable type, 7 1/2

OLEOMARGARINE

F. O. B. CHICAGO

White domestic vegetable, 14 1/2
White animal fat, 11 1/2
Water churned pastry, 12
Milk churned pastry, 13
White "nut" type, 8
Vegetable type

limited and the New York market was draggy, owing to unsteadiness on the Pacific coast. New York tanks were quoted at 2 1/2c. The Pacific coast market was called 2 1/4c, but could probably be shaded.

CORN OIL.—Demand was quiet at New York owing to relative cheapness of competing oils. Crude was nominally quoted at 5 1/2c.

SOYBEAN OIL.—Old crop oil sold into new low ground at 3 1/2c, New York, but 10 tanks of August-September delivery later sold at 4c, or unchanged from the previous week. There was further trading in new crop oil at 3 1/2c and the market was steady at 3 1/2c @ 3 1/2c.

PALM OIL.—The market was quiet and without feature at New York. Sumatra was quoted at 1 1/4c and Nigre at 2 1/4c.

OLIVE OIL FOOTS.—Trade was slow at New York but the market was steady around 8 1/4c, tank basis.

PEANUT OIL.—The market was quiet and nominally quoted at 5 1/2c, New York.

COTTONSEED OIL.—Valley and Southwest crude were quoted Wednesday at 4 1/2c nominal; Texas, 4 1/2c nominal at common points; Dallas, 4 1/2c nominal.

Futures market transactions for the week at New York were:

FRIDAY, AUGUST 16, 1940

	—Range—				—Closing—
	Sales	High	Low	Bid	Asked
September	27	537	535	536	540
October	5	537	536	539	540
November	..	..	..	542	nom
December	17	555	546	550	551
January	1	548	548	550	555
February	..	..	..	554	nom
March	26	560	558	561	trad

Sales 76 contracts.

MONDAY, AUGUST 19, 1940

	—Range—				
	Sales	High	Low	Bid	Asked
September	56	541	537	540	41tr
October	2	543	539	543	545
November	..	..	..	543	bid
December	8	555	550	553	555
January	12	558	554	558	trad
February	..	..	..	562	nom
March	28	564	561	565	566
April	..	..	..	568	nom

Sales 106 contracts.

TUESDAY, AUGUST 20, 1940

	—Range—				
	Sales	High	Low	Bid	Asked
September	40	539	536	539	trad
October	3	541	539	541	545
November	..	..	..	543	nom
December	12	552	550	552	553
January	17	556	553	556	trad
February	..	..	..	558	nom
March	62	564	561	563	64tr
April	..	..	..	567	nom

Sales 134 contracts.

WEDNESDAY, AUGUST 21, 1940

	—Range—				
	Sales	High	Low	Bid	Asked
September	18	544	543	545	548
October	5	545	545	549	551
November	..	..	..	543	nom
December	11	560	554	559	60tr
January	4	564	562	560	565
February	..	..	..	563	nom
March	85	571	565	571	trad
April	..	..	..	575	nom

Sales 123 contracts.

THURSDAY, AUGUST 22, 1940

	—Range—				
	Sales	High	Low	Bid	Asked
September	25	558	550	557	nom
October	22	559	553	559	nom
November	..	..	..	559	nom
December	8	569	564	570	bid
January	27	573	569	573	bid
February	..	..	..	573	nom
March	45	582	575	581	nom

(See page 35 for later markets.)

1940-41 Demand Prospects

(Continued from page 18.)

Non-agricultural product prices in general have not responded to the improvement since April in industrial activity and industrial workers' income. However, the Bureau of Labor Statistics index of all commodity prices, exclusive of farm and food products, stopped declining early in June.

Except for the possibility of inventory liquidation which might follow an early end to the European conflict there appears little likelihood of any material general weakness in wholesale commodity prices over the next few months. The best prospects for price advances are for those farm products which are largely consumed domestically and for non-farm commodities for which domestic defense needs, added to expanding requirements for normal uses, may eventually tax producing facilities or result in higher costs.

BAI BIOCHEMIC UNIT MERGED

The biochemic division of the U. S. Bureau of Animal Industry has been merged with two others—the pathological and animal nutrition divisions—according to a report from the bureau. All lines of the biochemic division's work are being continued under these units. The position of chief of the biochemic division, left open by the death of Robert M. Chapin, will not be filled. The biochemic division's work relating to nutritive value of animal products is under the animal nutrition division.

COTTONSEED PRODUCTS EXPORTS AND IMPORTS

Exports and imports of cottonseed products for eleven months ending June 30, 1940:

	1940	1939
Exports:		
Oil, crude, lbs.....	5,018,722	178,028
Oil, refined, lbs.....	13,117,784	3,882,183
Cake and meal, tons.....	0.742	15,072
Linters, running bales.....	315,733	193,234
Imports:		
Oil, crude,* lbs.....	none	714,900
Oil, refined,* lbs.....	10,111,935	57,784,996
Cake and meal, tons.....	16,036	4,423
Linters, bales.....	57,039	43,653

*Amounts for July not included above are 1,658,469 pounds refined, "entered for consumption"; 1,089,905 refined, "withdrawn from warehouse for consumption." No crude or refined, "entered for warehouse."

ANIMAL FAT EXPORTS

Exports of animal fats and oils during June, 1940, and their value, were:

Quantity, lbs.	Value
Oleo oil.....	\$ 9,722
Oleo stock.....	300
Oleo stearine.....	2,851
Oleo margarine.....	69,528
Cooking fat, not lard.....	6,311
Lard.....	326,745
Tallow, edible.....	12,696,718
Tallow, inedible.....	15,204
Other fats and greases.....	48,124
Grease stearine.....	398,091
Neatsfoot oil.....	151,229
Oleic acid.....	8,710
Stearic acid.....	116,953
	43,124



Background for Selling



COUNTRY-FRESH sausage...Home-made sausage...Those phrases often used gain consumer interest! But, the same mouth-watering flavor suggested by these expressions can be more strongly illustrated right in the package design.

Effective illustration in carton printing can whet the appetites, induce sales. And while accomplishing this profit-making task, well designed cartons can do many more things for you...your retailers...and their customers.

Meat products, correctly packaged, retain flavor longer...are not easily affected by odors from other foods in the show case or refrigerator. Proper packages provide sanitary protection for your products...in storage, in transit, in the retailer's store. They afford greater convenience for clerk and consumer alike.

Sutherland artists are expert in designing sales-winning packages for the meat packing industry. Their broad experience is at your disposal without obligation. Check coupon below for samples of packages in which you are interested.

Sutherland Paper Co. Kalamazoo, Mich., Dept. NP-8

Gentlemen: Kindly send us samples of the following:

LARD CARTONS SHORTENING CARTONS SAUSAGE CARTONS
 BACON CARTONS FROZEN MEAT CARTONS DISPLAY CARTONS
 TRANSPARENT WINDOW CARTONS PAPER CANS

Firm Name _____
 Street _____
 City _____ State _____

HIDES AND SKINS

Hide market generally $\frac{1}{2}$ c lower than last week—native steers sold at 9 $\frac{3}{4}$ c and extreme light native steers at 10c.

Chicago

PACKER HIDES.—Sales of northern light cows and branded cows last week and rather broad trading this week, all at $\frac{1}{2}$ c down from previous sales, has definitely established the packer hide market on a lower price basis.

The decline was probably to be expected in view of the rather large stocks here and in South America, the uncertainty and timidity in security and commodity markets and the decline in future markets. The trading in packer hides during the past two weeks has well cleaned up August hides of several descriptions.

Trading this week accounted for probably better than 50,000 hides. Native steers, quoted at the close of last week at 10 $\frac{1}{4}$ c, sold on Tuesday of this week at 9 $\frac{3}{4}$ c. About 16,000 July-August hides moved at this price. Extreme light native steers were moved on the same day at 10c. Other sales of July-August steer hides included Texas steers at 7 $\frac{1}{2}$ c; extra light Texas steers, 9c; Colorados, 8 $\frac{1}{4}$ c; butts, 8 $\frac{3}{4}$ c.

Light native cows sold on Tuesday at 9 $\frac{3}{4}$ c and later at 9 $\frac{1}{2}$ c. Heavy native cows also moved at 9 $\frac{1}{2}$ c, $\frac{1}{2}$ c down from last previous selling prices. No sales of branded cows were reported and they are being quoted at 8 $\frac{1}{2}$ c nominal in line with the decline in price of other descriptions. Nine cents was bid for July-August cows last week and declined.

No sales of bulls were reported by packers this week. However they are well sold up. Last trading prices were 7 $\frac{1}{2}$ c for natives and 6 $\frac{1}{2}$ c for brands. These prices are being asked in some directions.

The Association reported sales of one car of native steers at 9 $\frac{3}{4}$ c, 1,000 branded steers at 8 $\frac{1}{4}$ c and 1,000 native bulls at 6 $\frac{1}{2}$ c.

OUTSIDE SMALL PACKER HIDES.—Buyers are showing little interest in outside small packer allweights despite the fact that producers are reported to be showing a little more willingness to do business following the $\frac{1}{2}$ c lb. drop in the packer hide market. Market is being quoted nominally at 8@8 $\frac{3}{4}$ c, selected, Chicago freight basis. This is $\frac{1}{2}$ c under asking prices of a week earlier. Native brands are considered to be worth $\frac{1}{2}$ c less. A car of moderately heavy stock was reported sold last week at 8 $\frac{1}{2}$ c. Good quality light average hides are quoted nominally at 8 $\frac{1}{2}$ c; 47 lbs. at 8 $\frac{1}{2}$ c.

PACIFIC COAST.—Pacific Coast hides were reported in Chicago to have been sold this week at 6c for steers and 7c for cows, flat, f.o.b. Los Angeles. Five thousand hides were said to have

been moved at these prices. Last week about 15,000 Coast hides sold at 6 $\frac{1}{2}$ c for steers and 7 $\frac{1}{2}$ c for cows. Some July hides are reported to be available.

FOREIGN WET SALTED HIDES.—Nothing was heard from the South American market up to a late hour this week. A weaker situation is expected, however, due to the loss of European markets and the consequent rapidly accumulating stocks. Last reported sales of South American hides were two weeks ago when 12,000 frigorifico reject steers were moved at 49 pesos, equal to 7 $\frac{1}{2}$ c, c.i.f., New York, steady with previous sales, and 4,500 Smithfield standard steers at 54 pesos, equal to 8 $\frac{1}{2}$ c.

COUNTRY HIDES.—Country hide markets again experienced a very quiet week. There was little or no interest on the part of buyers and in the absence of any considerable trading prices, are being quoted $\frac{1}{2}$ c lower in line with other markets. Untrimmed allweights were considered to be worth in the neighborhood of 6 $\frac{1}{4}$ @6 $\frac{1}{2}$ c, flat, delivered. This description was reported sold last week at 6 $\frac{1}{4}$ c. Market on selected extremes is quoted nominally at 9@9 $\frac{1}{4}$ c, trimmed delivered; 43/45 lbs. buff weights, 7 $\frac{1}{2}$ @7 $\frac{3}{4}$ c; heavy cows and glues, 5 $\frac{1}{2}$ c; bulls, 4 $\frac{1}{2}$ c.

CALFSKINS.—August production of three packers moved at the close of last week on a basis of 21c for northern heavies, 19 $\frac{1}{2}$ c for river point heavies and 15c for lights, a decline in price in each case of 2c under previous sales.

Southern calf sold at 15c. One packer's August production of heavy northerns and lights sold this week at 21c and 15c respectively.

No sales of Chicago city calf were reported this week, but the market is considered 2c lower in line with packer calfskin prices. Last confirmed trading of city calf were three cars of 8/10 lb. at 12c, 2c under previous sales. Bids of 15c on 10/15 lb. were reported declined last week. Straight countries are quoted this week in a nominal way at around 10c.

KIPSKINS.—There appeared to be considerable buying interest in packer kipskins, but no reports of sales were received, packers and buyers apparently being $\frac{1}{2}$ c apart in their ideas. July northern kipskins last sold at 18c; northern overweights, 16 $\frac{1}{2}$ c; southerns, 15 $\frac{1}{2}$ c. These prices are being asked, with buyers bidding $\frac{1}{2}$ c less.

No sales of Chicago city kipskins were made this week, and the market continues to be quoted nominally at 16@16 $\frac{1}{2}$ c pending trading to establish values. Stocks are reported to be light. Straight countries are being quoted in some directions at 10 $\frac{1}{2}$ @11c nominal.

Packers continue to offer July regular slunks at 85c without attracting buyers.

HORSEHIDES.—Market on horsehides continues to be quoted unchanged, although buyers seem to have lower ideas. City renderers with manes and tails are being priced at \$4.75@5.00, selected, f.o.b. nearby sections. Ordinary trimmed renderers are considered to be worth \$4.50@4.75, delivered, Chicago. Buyers do not seem anxious to take on stocks in view of the general business uncertainty and a weaker tone in other hide markets, and they are talking inside limits as the only basis on which business might be done. Mixed city and country lots are quoted at \$4.25@4.50, Chicago.

SHEEPSKINS.—Dry pelts continue very quiet and are being quoted nominally at 18@19c lb. delivered Chicago for full wools. There has been little activity in shearlings and production continues very light. Packers continue to quote \$1.30@1.35 for No. 1's, 90c for No. 2's and 45@50c for No. 3's. Buyers consider values to be at least 5c under these figures. Pickled skins are weaker, sales at \$5.00 having been reported this week. This price is 50c under quotations of a week earlier. No information of trading in outside packer August pelts is available. Last sales are thought to have been made at \$1.50 and \$1.55 per cwt. live weight. One lot, largely western take-off, sold last week at \$1.60.

New York

PACKER HIDES.—Two packers sold a car each this week of August native steers at 9 $\frac{3}{4}$ c, while another moved a car of light cows, 48 lbs. down, July-August salting, at 9 $\frac{1}{2}$ c. Branded steers last sold at 9 $\frac{1}{2}$ c for July butts and 8 $\frac{1}{2}$ c for Colorados, with Junes $\frac{1}{2}$ c less.

CALFSKINS.—Market on calfskins was established this week when one

Watch The Markets!

It's just as important to know the market when prices are high as when they are low. It is vital to know the market when prices are fluctuating up or down.

A car of product sold at $\frac{1}{4}$ c under the market costs the seller \$37.50; at $\frac{1}{4}$ c under he loses \$75.00; at $\frac{1}{4}$ c under he loses \$150.00; at 1c under he loses \$300.00.

The same is true of BUYERS of carlot product. If they pay over the going market they stand to lose similar amounts.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market prices on each of the full trading days of the week.

For full information, write THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

packer quietly sold 5,000 9-12's at \$3.10. Later 8,000 12-17 buttermilks moved at \$2.95. Other calfskin sales during the week included one car of 5-7's at \$1.00, 3,000 7-9's at \$1.50, 2,000 4-5's at 85c. Last previous trading in 7-9's was at \$2.10 and of 9-12's at \$3.25.

HIDES AND SKINS IMPORTS AND EXPORTS

Hides and skins imported into the United States during June, 1940, both by quantity and value, are reported by the U. S. Department of Commerce.

IMPORTS

	lbs.	Value
Cattle hides, dry	982,302	\$110,343
wet	15,419,004	1,277,994
Kipskins, dry	111,426	15,078
wet	671,583	106,740
Calfskins, dry	117,698	20,663
wet	184,713	40,944
Sheep and lamb skins		
dry and green & woolled	1,410,543	186,460
picked, fleshers, skivers	2,341,077	351,738
Sheep and lamb slats, dry	166,885	42,956
Buffalo hides, dry and wet	11,597	1,802
Indian Buffalo hides,		
dry and wet	238,262	47,436
Horse, colt and ass skins		
dry	57,449	5,233
wet	229,594	69,754
Goat and kid skins, dry	5,219,944	1,180,050
wet	356,470	56,714
Kangaroo and wallaby	11,309	6,289
Deer and elk skins	271,972	76,909
Reptile skins (pieces)	192,611	70,557
Shark skins	24,613	2,822
Other hides and skins (pieces)	126,111	151,682

EXPORTS

Pieces	lbs.	Value
Cattle hides	21,999	1,224,731
Calfskins	38,674	812,230
Goat and sheep skins	1,596	705
Other hides and skins	250,084	21,837

JULY LIVESTOCK NUMBERS

Livestock at 65 public stockyards during July, as reported by the Agricultural Marketing Service, showing receipts and shipments, including feeder and stocker shipments, compared:

July 1940	First 7 mos. 1939	July 1940	First 7 mos. 1939
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RECEIPTS

Cattle	1,199,960	1,116,033	7,134,830	7,254,052
Calves	536,892	550,813	3,365,205	3,567,983
Hogs	2,258,800	1,947,783	19,582,139	15,333,190
Sheep	1,894,277	2,042,177	12,063,046	12,755,725

STOCKER AND FEEDER SHIPMENTS

Cattle	245,854	180,898	1,220,040	1,247,011
Calves	60,937	60,900	387,088	380,539
Hogs	33,057	35,487	297,487	294,500
Sheep	214,040	260,829	962,964	1,217,724

TOTAL SHIPMENTS

Cattle	512,004	433,401	2,713,497	2,791,970
Calves	210,694	230,765	1,298,408	1,335,406
Hogs	648,696	546,157	5,343,748	4,032,995
Sheep	921,327	1,039,951	5,277,914	5,800,860

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended August 17, 1940, were 3,454,000 lbs.; previous week 3,326,000 lbs.; same week last year 3,632,000 lbs.; Jan. 1 to date, 155,654,000 lbs.; same period last year, 155,759,000 lbs.

Shipments of hides from Chicago for week ended August 17, 1940, were 5,107,000 lbs.; previous week 6,088,000 lbs.; same week last year 4,866,000 lbs.; Jan. 1 to date, 169,969,000 lbs.; same period last year, 149,554,000 lbs.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSING

Provisions

Lard was reactionary during the latter part of the week with less active demand and profit taking, but good cash trade and strength in hogs limited setbacks. New York cleared 420,000 lbs. of lard for export Thursday, making over 1 1/2 million lbs. in the past four days. It is reported that packers are untiering lard now that loose lard is close to cash lard price.

Cottonseed Oil

Cotton oil scored a gain of 1/4c per lb. from extreme lows with buying and covering but reacted a few points. It is reported that the seed war in Texas lifted price to \$22.00 per ton. Cash trade was moderate. Crude, Southeast and Valley, 4 1/4c lb.; Texas nearby 4 1/2c lb.

Quotations on bleachable cottonseed oil at close of market on Friday were: Sept. 5.52@5.54; Oct. 5.55@5.57; Dec. 5.65; Jan. 5.67@5.69; Mar. 5.76@5.77 101 lots; closing steady.

Tallow

New York extra tallow, 3 1/2c lb.

Stearine

Stearine was quoted 5 1/2c lb.

Friday's Lard Markets

New York, Aug. 23, 1940.—Prices are for export. Lard, prime western, 5.45@5.55c; middle western, 5.35@5.45c; city, 4%@5c; refined continent, 6c; South American, 6 1/2c; Brazil kegs, 6 1/2c; shortening 8 1/2c.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended August 23, 1940 with comparisons:

	PACKER HIDES	Week ended Aug. 23	Prev. week	Cor. week, 1940
Hvy. nat. stra.	@ 9%	@ 10%		@ 16
Hvy. Tex.				
stra.	@ 9 1/2%	@ 9%		@ 15 1/2
Hvy. butt brnd'd				
stra.	@ 8%	@ 9%		@ 15%
Hvy. Col.				
stra.	@ 8%	@ 8%		@ 15
Ex-light Tex.				
stra.	@ 9	9 1/2%		@ 15
Brnd'd cows.	@ 8 1/2%	@ 9		@ 15
Hvy. nat. cows.	@ 9 1/2%	@ 10		@ 15 1/2
Lt. nat. cows.	@ 9 1/2%	10	@ 10 1/2	@ 16
Nat. bulls....	@ 7 1/2%	7 1/2%		@ 12
Brnd'd bulls.	@ 6 1/2%	6 1/2%		@ 11
Calfskins....	15	21	23	27
Kips, nat.	17 1/2	18	18	22 1/2
Kips, ov-wt.	16	16 1/2	16 1/2	21 1/2
Kips, brnd'd.	15	15	15	19 1/2
Slunks, reg.	85ax	85ax	85ax	125 1/2
Slunks, brs.	45	50	50	60

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS

Nat. all-wts.	8	8 1/2%	8 1/2%	9 1/2%	14 1/2
Brnd'd	7 1/2	8 1/2%	8	8 1/2%	14 1/2
Nat. bulls....	6	6 1/2%	6 1/2%	7	10 1/2
Brnd'd bulls....	6	6	6 1/2%	9 1/2%	15 1/2
Calfskins....	11	15 1/2	12	16 1/2	24 1/2
Kips....	15 1/2	16	16 1/2	20	21 1/2
Slunks, reg.	75n	75n	75n	1,006 1/2	1,25n
Slunks, hrs.	40n	40n	40n	45	60n

SHEEPSKINS

Pkr. shearlgs.	1.30	61.35	1.30	1.35	1.25	1.40
Dry pelts....	17	19n	18	19n	20	21

PACKER AND FOOD STOCKS

Price ranges and total sales of listed stocks for week ended August 21.

	Week ended August 21	Aug. 14		
	Sales	High	Low	Close
Amal. Leather....	100	1%	1%	1%
Do. Pfd....	100	10	10	10
Amer. H. & L....	1,000	4	4	3 1/2
Do. Pfd....	400	11 1/2	11 1/2	11 1/2
Armour Ill....	3,400	4 1/2	4 1/2	4 1/2
Do. P. Pfd....	700	39	38	38
Do. Pfd....	100	10	10	10
Do. Del. Pfd....	100	10	10	10
Beechcraft Pack....	200	114	114	116
Bohac, H.	100	10	10	10
Do. Pfd....	100	10	10	10
Chick. Co. Oil....	100	10	10	10
Childs Co.	1,900	2 1/2	2 1/2	2 1/2
Cudahy Pack....	500	10	10	10
Do. Pfd....	30	62	62	62
First Nat. Strs....	400	40	40	40
Gen. Foods....	2,200	40 1/2	40 1/2	39 1/2
Do. Pfd....	500	12 1/2	12 1/2	12 1/2
Glidden Co.	500	12 1/2	12 1/2	12 1/2
Do. Pfd....	100	2	2	2
Gobel Co.	2,100	2%	2%	2%
Gr. A. & P.	100	10	10	9 1/2
Do. Pfd....	100	10	10	9 1/2
Hormel, G. A.	100	1 1/2	1 1/2	1 1/2
Hygrade Food....	100	1 1/2	1 1/2	1 1/2
Kroger G. & B.	1,700	29 1/2	29 1/2	29 1/2
Libby McNeil....	550	6 1/2	6 1/2	6 1/2
Mickelberry Co....	100	4 1/2	4 1/2	4 1/2
M. & H. Pfd....	100	35	35	35
Morrell & Co....	100	5	5	5
Nat. Tea....	900	62 1/2	61 1/2	61 1/2
Proc. & Gamb....	1,200	61 1/2	62	61 1/2
Rath Pack....	700	43 1/2	43 1/2	43 1/2
Safeway Strs....	100	105	105	105
Do. 5% Pfd....	350	105	105	105
Stahl Mfrs.	100	10	10	10
Swift & Co....	3,300	18 1/2	18 1/2	18 1/2
Do. Int'l.	1,500	17 1/2	17	17
Truax Pork....	300	4	4	4
U. S. Leather....	300	6%	6%	6%
Do. A.	300	6%	6%	6%
Do. P. Pfd....	100	48	48	48
United Sts. Yds....	100	10	10	10
Do. Pfd....	300	6	6	6
Wesson Oil....	400	15%	15%	15%
Do. Pfd....	100	58%	58%	58%
Wilson & Co.	2,600	4	4	4
Do. Pfd....	100	4	4	4

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to August 23, 1940: To the United Kingdom, 126,801 quarters; to the Continent, none. A week ago, to the United Kingdom, 27,283 quarters; to Continent, none.

Meat Campaign Plans

(Continued from page 9.)

some qualities of meat and its important place in the well-balanced diet.

In addition to the thorough and complete job that will be done in professional and consumer publications, the Institute also will provide ample material for use by meat packer salesmen and dealers which will help them acquaint consumers with the principal points of the program at the point of sale.

Meat packers and their salesmen soon will be provided with a complete portfolio of all magazine advertisements and other material. This portfolio will

enable each individual salesman to carry the story directly to his customers to show them the meat industry's program to enable the retailer to increase his sales and profits on all of the meat products he sells.

Dealers can tie in with the advertising program with material which soon will be available to them. This material contains over-the-wire hangers, window posters, price cards, recipe leaflets and complete information concerning the promotional program which has been arranged by the Institute.

Meat packing companies already are making progress in building their own individual merchandising and advertising programs to tie in with the Insti-

tute's projected national advertising campaign. Many companies have expressed their support for the program and have announced that the best way to get the most out of the institutional work will be to create their own programs to tie in with it.

In addition, the cooperation of scores of thousands of livestock producers now is being obtained. Contacts also are being made with manufacturers of scores of foods used with meat to assure that every possible form of complementary advertising will be used.

As a result of the presentation of the advertising program being made by representatives of the Institute and of the Leo Burnett Co., Inc., the advertising agency handling the campaign, the meat industry of the western half of the United States is now gearing its selling divisions to take advantage of the opportunity for improving sales in the industry.

West Ready to Go

Packers in states west of the Mississippi River who have seen and heard the presentation of the advertising and promotional campaign have recognized in it a great opportunity for improved merchandising of meat industry products. They have heralded the organization for the campaign, the schedule of merchandising meetings for packer salesmen and the plans for meetings of retailers as an unequalled opportunity to impress all units of the industry with the merits of meat.

In the territory just covered by regional meetings, the program for the first four months of the campaign is being presented specifically to meat packer executives and to their sales and advertising managers. These meetings will be followed by retailer meetings in the same states at which all dealers will be advised of the details of the campaign, and will be told how they can improve their selling. Because the fall promotion begins soon, there is a degree of urgency in the need for acquainting the entire industry with all phases of the merchandising and advertising promotion.

Meat packers in Denver, Kansas City and Des Moines had an opportunity last week to view the presentation of the proposed advertising program.

AUSTRALIAN-BRITISH CONTRACT

No increase in prices over those now paid by the British government for Australian meat is to be sought when the present contract expires in September, according to a report from Sydney, Australia. Previously the Australian Meat Board had considered that the prices paid by Britain for mutton and second quality beef had been too low, and it had been decided to ask for a premium on "Down" lamb, but in view of actual war developments it has been decided that a renewal of the contract on present prices will be acceptable.

No matter how many controlled low temperatures you need, investigate the possibility of maintaining them with a Lipman Multi-Temperature Installation. Its simplicity and low-cost-of-ownership will surprise you.

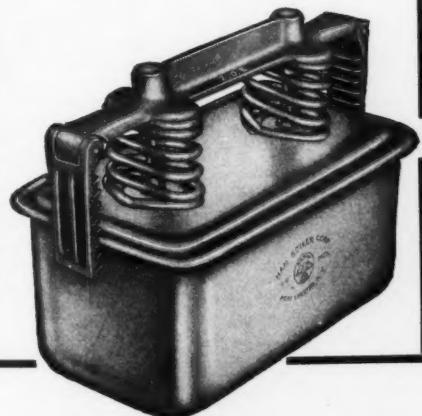
GET THE FACTS about ADELMANN EQUIPMENT



HAM BOILER CORP.

Office and Factory: Port Chester, N. Y.
CHICAGO OFFICE: 332 S. MICHIGAN AVE.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London — Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities — Canadian Representative: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto.



TONER- UPPERS



3 PROVED-IN-USE WAYS TO BOOST LOAF SALES

(11 More if you ask for them)



'SMEAT IMPROVER—Many packers have proved that Mapleine adds new zest and appeal to canned spiced meats. It blends with spice flavors, accents natural meat flavors. Try it in your own formula—using $\frac{1}{2}$ to 1 ounce Mapleine to each 100 pounds of meat.

SALES BUILDER—During the summer and early fall, loaf specials are popular—especially when the flavor is toned-up with Mapleine. Use

Mapleine in your regular formula, or send for free tested formulas.

LIVER SAUSAGE—When you use Mapleine, Liver Sausage has a more delicious flavor. Mapleine blends perfectly with the spices and other seasonings. The formula is free.

FREE. 14 profit-making formulas. Get your copies of tested-in-use formulas, plus free try-out bottle of Mapleine. Write now. Crescent Manufacturing Company, 663 Dearborn St., Seattle, Washington.

MAPLEINE
Imitation Maple Flavor
BRINGS OUT NATURAL FLAVOR OF MEATS

you save money
Now and in years to come
1940 1941 1942 1943
with **MONTGOMERY**
ELEVATORS

Original installation cost of MONTGOMERY ELEVATORS is, in many cases, less than that of other makes. Furthermore accurate records have been kept on hundreds of MONTGOMERY ELEVATORS installed by packers during the last 25 years. These show that practically no major parts have had to be replaced on any packing house installation. Packers themselves say MONTGOMERY ELEVATORS keep operating and maintenance costs down. Select MONTGOMERY for economy!

Write for list of Packing House Installations

montgomery
Elevator company

MOLINE • ILLINOIS
Branch Offices and Agents in Principal Cities

Package For Profit

(Continued from page 13.)

users of Christmas packages said advertising during the Christmas season is not a help in increasing meat sales. The remaining 46 per cent of those interviewed either do not employ newspaper and store advertising, or had no information on the results of their holiday advertising efforts.

When accurate data are so important as a guide for operations as they are in the meat industry, it is surprising how few packers have dependable information on the results of their merchandising efforts. As was stated previously, many packers who use Christmas wrappers and packages, year after year, have never attempted to determine whether or not they are profitable. Many have made no effort to obtain the information on holiday meat merchandising methods and results which so many packers and sausage manufacturers consider essential for intelligent formulation of holiday meat selling policies.

"Probably," "perhaps," "I think so" and similar answers were given in enough instances in reply to meat merchandising questions to warrant the conclusion that Christmas packaging and merchandising methods are conducted haphazardly by a great many members of the industry.

Hams, picnics, butts and slab and sliced bacon are the products offered for sale in greatest volume in special



A CHRISTMAS PACKAGING SUGGESTION

Packers and sausage manufacturers who are seeking holiday packaging ideas which are different will find a large variety of cartons printed in colorful Christmas designs. Product to go into the cartons may be covered with regular or special wrappers of transparent cellulose or parchment.

wrappers and packages during the Christmas season. Practically every packer and sausage manufacturer who carries on extraordinary holiday merchandising packages these products in Christmas dress. Only a few reported that special holiday packaging is confined to ham and bacon and the trend seems to be to offer a more extensive line of holiday-packaged meats each year, including sausage and loaves.

Gift assortments containing several meat, cheese and canned products, packed in attractive baskets, boxes and cartons, are appearing in greater numbers each season. Several packers report that canned meat and sausage assortments sell well when offered for sale in eye-catching holiday dress.

Transparent cellulose and parchment overwraps and bands printed in Christmas designs are popular for Christmas meats. Most packers who use wrappers expressed preference for overwraps which can be removed by the retailer from product not sold during the holiday season.

The practice of using transparent casings printed in special Christmas designs for hams, butts, sausage, loaves, etc. is growing. Housewives prefer sausage products in colorful packages during the holiday season, packers and sausage manufacturers reported in the packaging survey.

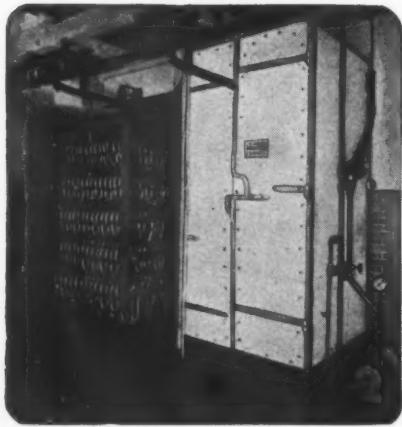
More Cartons Used

Increasing use of special cartons and counter display cartons for smoked hams, pork sausage, sliced bacon, sausage and canned meat assortments is apparent.

Most packers and sausage manufacturers start Christmas meat selling during the period from December 1 to December 15. Those who have tried to get the "jump" on competition by starting selling earlier than December 1 agree that little can be gained thereby. It is extremely difficult, these packers and sausage manufacturers say, to interest retailers in Christmas stocks and to secure orders before the first of the month.

Regardless of the date on which a packer or sausage manufacturer may start Christmas meat selling, he seldom uses newspaper advertising or store display material until eight or ten days before the holiday. The retailers should

Save Time by Cooking Sausage WITHOUT HANDLING



Manufactured under Patents: No. 1,690,449 (Nov. 6, 1928), No. 1,921,231 (Aug. 8, 1933). Other Pats. Pend.

color at the same time sausage is cooked. Patented circulating action renders every sausage clean, attractive and uniform. For exclusive, profitable results, try JOURDAN!

JOURDAN PROCESS COOKER CO.

814-832 WEST 20th STREET • CHICAGO, ILLINOIS
WESTERN OFFICE: 3223 SAN LEANDRO STREET • OAKLAND, CALIFORNIA



MAKE THIS **PORK ROLL**
... PORK PATTIES
PACKAGED IN THE
MODERN MANNER

EASY to retail . . . no weighing, no special container needed, sanitary, no shrinkage. Easy on the housewife, too! No forming . . . just zipp back the casing and cut patties as wanted, then keep what's left fresh from icebox odors in the original wrapping.

You can use ZIPP Casings for only 1/2¢ per pound. Attractive printing trade marks your product . . . brings satisfied customers back. ZIPP Casings "breathe" . . . keep your product from becoming "gassy."

WRITE FOR FREE BOOK

IDENTIFICATION, INC.

James H. Wells, President
4541 N. Ravenswood Ave. Chicago, Illinois

Right

—SIZE
—QUALITY
—PRICE

**SAUSAGE
CASINGS**

EARLY & MOOR INC.

BOSTON, MASS.

"The Skins You Love to Stuff"

1

**A Tall, Round
Can Is Attractive**

2

**An Oval Style
Of Tall Can
Attracts Attention**

3

**The Tall,
Square Can
Has Eye-Appeal**

4

**The Round Can
Offers Unusual
Display Advantages**

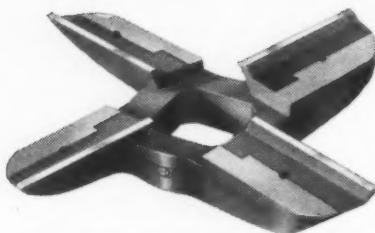


TIN LARD CANS
IN ONE TO FOUR POUND SIZES
that
SELL MORE LARD
at
HIGHER PRICES

WOMEN will pay more for your lard . . . and have more confidence in its quality if you package it in Heekin Lithographed Tin Lard Cans . . . the cans that have eye-appeal and consumer acceptance. Why not dress up your package the modern way that lard is being sold? Why not keep step with the times . . . put your lard in beautiful tin cans . . . in a variety of shapes and sizes . . . lithographed beautifully in any number of colors or designs. Write for prices.

HEEKIN CANS
THE HEEKIN CAN CO., CINCINNATI, O.

SAMPLE ORDERS NOT ACCEPTED FOR LESS THAN 2,000



THE C-D KUTMORE KNIFE

Patented



SUPERIOR PLATES and KNIVES

Registered Trade Mark

cost less to use!

The C-D- SUPERIOR plates are made of special wear resisting steel alloy, guaranteed to outwear two plates of any other make. They can be had in any style or size desired, to fit any machine in existence. They are equipped with a patented lock nut reversible bushing guaranteed never to come loose. Our plates can be had in angle holes, straight holes, or tapered holes, from $\frac{1}{8}$ inch holes to $2\frac{1}{2}$ inch round holes. Special plates made to order.

We can supply the C. D. O. K. style knives, the C.D. Cut More knives, and the B. & K. knives. All of these have changeable blades. The C. D. TRIUMPH knife with all four blades in one unit, and solid tool steel knives of all descriptions.

Write to us for full particulars.

THE SPECIALTY MFRS. SALES CO.

Chas. W. Dieckman

2021 GRACE ST., CHICAGO, ILL.

have stocks on hand before the advertising is started.

Retailers' attitude toward Christmas wrappers and packages and special Christmas store displays is generally favorable, packers and sausage manufacturers report. In fact, dealers prefer meats in Christmas dress during the holiday season. If opposition to store display material is sometimes encountered, it is often because this advertising does not meet requirements.

In preparing Christmas store advertising it is well to remember that a great deal of this type of material is offered to the retailer during the holiday season, and displays which are not designed to fit into limited counter, aisle and wall space are quite likely to be discarded by the dealer.

Most packers believe it is worth while to solicit industrial concerns to purchase meats for gifts to employees. However, there is danger that some retailers may object to the packer selling at retail. However, packers and sausage manufacturers may avoid creating retailer ill will by billing the meats sold through a retailer selected by the purchaser of the products.

There is some difference of opinion among packers and sausage manufacturers as to possibilities in the sale of meats to industrial concerns for gifts. Some packers think this business can be expanded considerably with proper effort. Others pointed out that many firms have discontinued the practice of Christmas gift giving, due to less cordial employer-employee relations and that more may adopt a similar policy.

FINANCIAL NOTES

Beechnut Packing Co. has declared an extra dividend of 50c a share on its common stock, in addition to the regular quarterly dividend of \$1. Dividends are payable October 1 to stockholders on record of September 10.

TENDER SMOKED PORK SAUSAGE

A new country style (smoked and cured) pure pork sausage with skins tendered in the juice of fresh pineapples has just been announced by Swift & Company. This is the company's third sausage product to have skins tendered in this way. Tender frankfurts in the new dinner size were first developed, followed by dinersize links of Swift's Brookfield pure pork sausage. The new product, which is called Swift's Premium country style sausage, comes in a new red, white, and blue dealer display carton. Every third or fourth link is identified with a colored band.

SANTA FE'S MEAT BOOK

"Meat for America's Millions" is an attractive little book recently prepared by the Atchison, Topeka & Santa Fe Railway and dedicated to the American meat industry. The 35-page, cloth-bound volume has striking illustrations, 16 of which are full page, depicting range, stockyards, packinghouse and transportation scenes.

The history of meat, its processing and dietary value are described in the sections "Meat in Our Daily Lives," "Farm to Table," and "A Particularly Important Food." It is pointed out that per capita meat consumption in this country over a period of 40 years averaged 141.3 lbs. compared with 321 lbs. in New Zealand, 326 lbs. in Argentina and 205 lbs. in Australia.

The book has been published at a particularly happy time since it coincides with the meat industry's initiation of a giant advertising campaign.

OVERPUMPING IN PITTSBURGH

Public health officials of Pittsburgh, Pa., have started an investigation of the extent to which overpumped meats are being sold in that city. Men are being sent out to collect samples of cured meats from dealers throughout Pittsburgh; the meats are being tested in the city laboratory for the presence of added gelatin and added water.

Health Director I. Hope Alexander took his cue from the New York City investigation initiated by PM (See THE NATIONAL PROVISIONER of August 17, page 37). Dr. Alexander was doubtful whether any action could be taken against processors who overpumped meats, but said that publicity might be a deterrent. He warned housewives to weigh meat before and after cooking to detect excessive shrink, told them to avoid uncooked tongues which are plump and to view "wet" hams suspiciously.



Maintaining Brine Densities

(Continued from page 12.)

degs. F. and 20 degs. F. on the pump side and 4 degs. F. or 5 degs. F. warmer than this on the return side. Brines are frequently carried at strengths having a freezing point 10 to 15 degs. F. lower than the desired brine temperature, although the tendency is to carry too high a strength.

Fully saturated Lixate brine in the Lixator at any temperature below 32.2 degs. F. will theoretically deposit out dihydrate. This does not take place in practice due to the slowness with which dihydrate crystallizes. The saturated brine is discharged into brine storage tank and diluted before trouble develops.

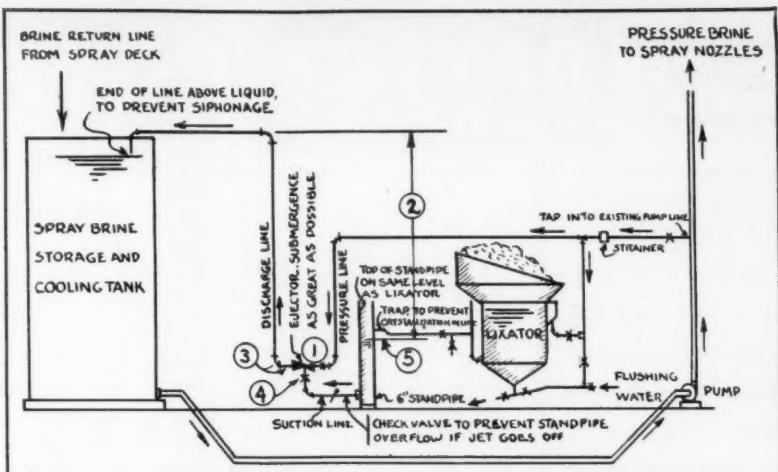
Fallacies

Some packers have assumed that continuous brine overflow can be stopped by the use of a Lixator. The machine has no effect on the amount of brine overflow, except by cutting down meat shrinkage. If shrinkage is 2 per cent and can be reduced to 1 1/4 per cent, there will be a proportionate reduction in overflow volume and in salt consumption. However, overflow cannot be eliminated.

Another assumption is that water can be fed to the Lixator and the Lixate brine then added to the system. This would almost double the salt consumption. The approximation may be made that the percentage waste in salt would be equivalent to the salometer strength of the brine. An 80-deg. spray brine system would mean 80 per cent increase in salt consumption.

Note that there is a fixed amount of overflow due to water absorption, even if salt is not added. If the salt is dissolved in spray brine, it displaces only a negligible amount of brine. If it is dissolved in water, this dissolution water displaces an equal volume of brine which is wasted.

A third error is to assume that fully saturated brine has the lowest freezing point, is safest from freeze-up, and that all the brine should circulate through the Lixator to be brought to 100 degs. Fully saturated brine requires about the same protection from freezing as water, and spray brines



LIXATOR AND EJECTOR FOR SPRAY BRINE

Piping arrangement used when surface of liquid in brine storage tank and cooler is above the level of brine in Lixator. It is customary to throttle at (1) if possible to cut operating brine quantity to a minimum. It should be noted (2) that discharge head in feet times .434 equals discharge head in pounds, and operating brine pressure must be at least five times this if throttling is done on pressure line, and four times if done on suction line. Throttling should not be done in discharge line (3) as counter pressure may kill jet without giving regulation. It is customary to throttle at (4). This gives excellent regulation but has no effect on quality of brine. Ejector is regulated so that liquid level (5) is just below Lixator discharge line.

should be carried at lowest possible strengths. Actually, only a fraction of the circulating brine is by-passed to the machine from which it emerges at 100 degs. S. It is then added to the main volume of brine to boost the total strength slightly.

Advantages of the Lixate process, with automatic maintenance of spray brine density, may be summarized as follows:

- 1.—Savings up to 14 per cent or more in salt consumption, due to constant strength of brine;
- 2.—Savings in meat shrinkage up to 1/4 of 1 per cent of total meat weight;
- 3.—Improved efficiency of the refrigeration system, with lowered load;
- 4.—Improved quality of brine, which may be salvaged for brining hides, skins or slunks, or used for regenerating zeolite water softeners;
- 5.—Savings in operating and main-

tenance cost, due to avoidance of spray nozzles plugging, cutting of valve seats by suspended dirt, elimination of periodic storage tank cleaning, and miscellaneous savings; and

6.—All of the usual savings provided by the lixate process for making brine, including lower labor cost for handling salt, elimination of labor and power cost for mixing brine, elimination of salt formerly wasted on floors, etc., due to handling and transportation.

URUGUAY SHIPS MORE MEAT

Exports of chilled meats from Uruguay during the first six months of 1940 amounted of 95,273,890 lbs., a 20 per cent gain over shipments of 79,454,970 lbs. in the first half of 1939. However, June exports were down 7 per cent from 1939, totaling 11,948,895 lbs. against 12,835,395 lbs. last year.

CONFIDENTIAL SERVICE FOR THE MEAT PACKING TRADE

We like to have our customers think of us as they think of their attorney or accountant—as an integral part of their business. We take pride in the fact that we are entrusted with the preparation of the carefully guarded seasoning formulas which so vitally affect the success of meat specialties. Why not benefit by our wide experience and the fact that we have access to the world's finest natural spices. Write us!



H. J. MAYER & SONS CO.
4819-27 SOUTH ASHLAND AVENUE • CHICAGO, ILLINOIS
Canadian Sales Office: 159 Bay Street, Toronto
Canadian Plant: Windsor, Ontario



Cut Maintenance Costs with WARNSMAN Bodies

Mechanically refrigerated **WARNSMAN** Bodies offer safer, more dependable service... guarantee fresh delivery of all meat products and lower maintenance costs! Make a point now to investigate the many built-in economies of the new **WARNSMAN** Refrigerator Bodies!

THE WARNSMAN-FORTNEY BODY CO.

Transport Refrigeration Engineers
4413 TRAIN AVENUE • CLEVELAND, OHIO

Superior Comfort
and Facilities in

DAYTON OHIO

Among the better hotels in the middle west Hotel Miami leads in matters of comfort and superior facilities. The spacious, tastefully furnished rooms, at moderate tariffs offer daily respite to scores of experienced travelers. The Crystal Bar is a popular Dayton rendezvous.

New Purple Cow Coffee Shop

SECOND AND LUDLOW



400 ROOMS
WITH BATH from \$2.50

O. E. TRONNES, MANAGER

HOTEL MIAMI

ONE OF THE
ALBERT PICK
HOTELS

LET CAHN SOLVE YOUR STOCKINETTE PROBLEMS

Employ the knowledge and experience of a stockinette expert to profitably solve your stockinette problems! CAHN SERVICE could be an important cog in your sales machine . . . order CAHN Stockinettes next time and get the most for your stockinette dollar.

Fred C. Cahn
222 W. ADAMS ST., CHICAGO, ILLINOIS
Selling Agent: THE ADLER COMPANY, CINCINNATI



The New FRENCH COOKER

Interests You Because
IT OUTLASTS OTHER TYPES
REDUCES ODORS
COOKS QUICKLY,
EFFICIENTLY
OPERATES MORE EASILY
IS STURDILY BUILT

We invite your inquiries

The French Oil Mill
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NO PITH, NO FIBRE!

Cream of Spice Seasonings dissolve completely because all pith, fibre, and foreign matter is removed. Only the finest ingredients that definitely contribute to the high quality standard of STANGE Products are used in this flavorful and uniform seasoning. Start using C. O. S. at once. Write for generous free samples!

WM. J. STANGE CO.

2536-40 W. MONROE ST., CHICAGO

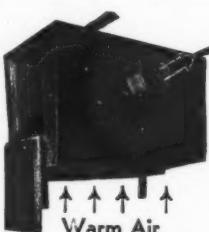
Western Branches: 923 E. 3rd St., Los Angeles; 1250 Sansome St., San Francisco. In Canada: J. H. Stafford Industries, Ltd., 24 Hayter St., Toronto, Ont.

For Better Manufactured
MEAT PRODUCTS
include



DAIRYLEA
DRIED SKIM MILK

Available in
Northeastern Territory only
DAIRYMEN'S LEAGUE CO-OP. ASS'N, INC.
11 WEST 42nd ST., NEW YORK, N. Y.



THE MODERN METHOD OF TRUCK COOLING

The new THEURER ICEFIN unit operates on the *dependable* forced-circulation principle — insures total absence of hot spots in body. Highly efficient and operates off of truck battery for greater economy. Leading packers recommend it! Four standard sizes fit all needs. Write!

THEURER WAGON WORKS, Inc.

New York, N. Y. • North Bergen, N. J.

Builders of Commercial Insulated
and Refrigerated Bodies



NEW EQUIPMENT and Supplies

NEW LIGHT-DUTY TRUCK

Addition of a new light-duty chassis, having a nominal rating of $1\frac{1}{2}$ to $2\frac{1}{2}$ tons and a gross rating of 13,000 lbs., has been announced by T. R. Lippard, president of the Federal Motor Truck Co., Detroit, Mich. Known as Model 16, this truck features a 232 cu. in. engine and an 8 $\frac{1}{2}$ in. frame.

Powered with a Hercules heavy duty, 6-cylinder, L-head engine with a bore and stroke of $3\frac{1}{2}$ in. by 4 $\frac{1}{4}$ in., this model develops a maximum of 75 h.p. Maximum torque is 164 ft. lbs. at 1200 r.p.m. A heavy 2 $\frac{1}{2}$ in. diameter crank-shaft with "Tocco" electrically hardened bearing surfaces is supported by seven large main bearings having a total area of 85 sq. in.

Other features of the engine include three-point rubber mounting, light weight aluminum pistons, valve seat inserts, vacuum type crankcase ventilator, full length water jackets and gear driven water pump. Completing the unit power plant is a Borg & Beck 10 in. single dry plate clutch and a four-speed transmission.

The frame is 8 $\frac{1}{2}$ in. deep. Axles are Timken, the rear being of the full-floating bevel gear type. Front springs are 38 in. long by 2 $\frac{1}{2}$ in. wide, and rear springs are 50 in. long by 2 $\frac{1}{2}$ in. wide. All spring and chassis pins float in compressed rubber bushings, and no lubrication is ever required at these points. Lockheed hydraulic brakes, 14 in. diameter by 2 in. wide in front, and 16 in. by 2 $\frac{1}{2}$ in. wide in rear, operate in cast alloy iron brake drums. Wheels are cast steel spoke type with demountable rims. Six wheelbase lengths are available as follows: 135 in., 146 in., 155 in., 167 in., 180 in. and 194 in.

VARIABLE SPEED CONTROLLER

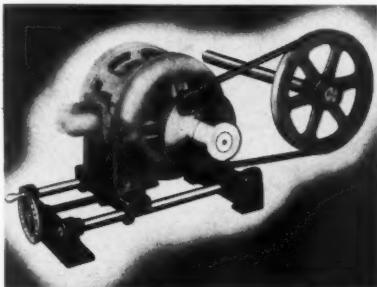
Addition of the Reeves Vari-Speed Jr. to its line of variable speed control equipment has been announced by Reeves Pulley Co., Columbus, Ind., bringing the advantages of variable speed control to even the smallest and lightest machinery.

It is claimed that by means of this low-cost unit, any standard constant speed motor of fractional to 1 $\frac{1}{2}$ h.p. is easily and inexpensively converted into a variable speed unit to provide complete speed adjustability for the machine it drives. No special shaft extension is required.

The Vari-Speed Jr. comprises a disc assembly and adjustable motor base. The disc assembly consists of two cone-shaped discs (one stationary and one laterally adjustable), a self-adjusting

tension spring, a spring adjusting nut and cover. This assembly is applied directly to the standard shaft extension of the motor and the motor is mounted on an adjustable base. The V-belt, driving between the two discs, and the sheave pulley on the driven shaft, is a standard section "A" or "B" belt.

The motor is moved forward and



back by means of an adjusting hand-wheel. When nearest to the driven sheave, the V-belt runs over the largest diameter on the discs and maximum speed is secured. Reversing the hand-wheel moves the motor away from the driven sheave, the V-belt runs over smaller diameter on the discs (the adjustable disc moving out to accommodate the belt), and speed is reduced. When the motor is farthest from the sheave, minimum speed is attained.

Speed variation is "infinite" within the limits of the unit—that is, a countless number of operating speeds is available without "steps" or "jumps"—and is accomplished while the machine is running and without interrupting production.

Controller is built in six different sizes of disc assembly, for use with motors of from $\frac{1}{2}$ to 1 $\frac{1}{2}$ h.p. It provides speed control over a range of from 1 $\frac{1}{2}$:1 to 2 $\frac{1}{2}$:1, inclusive, depending upon the size, horsepower and speed of unit selected. Two sizes of motor bases are available, according to the size of motor. Either size base may be used with any one of the six disc assemblies. The unit is also available in a counter-shaft type for requirements of either unusual speed reduction or speed increase.

FLASHES ON SUPPLIERS

YORK ICE MACHINERY CORP.—President Stewart E. Lauer of the York Ice Machinery Corp., York, Pa., reports that orders booked by the company during the nine months ended June 30 totaled \$12,560,931, against \$11,396,429 for the same period last year. Sales for the same period totaled \$8,589,596, against \$7,876,752 for 1939.

HEAT-TREATED CASTERS

A method of heat treating the wearing parts of steel forged casters, perfected by the Rapids-Standard Co., Grand Rapids, Mich., is said to produce a caster of outstanding quality and long life.

The new rapid heat hardening method utilizes the oxy-acetylene flame, controlled in machines of company design. By subjecting the ball raceways of the steel forged parts to intense heat, and an instantaneous chill, a layer of exceptionally hard steel, $\frac{3}{32}$ in. deep, is formed at the point of wear. This hard layer is stated to be in perfect bond with the tough, ductile body of the forging, producing a long wearing, shock-resisting caster.

In addition to manufacturing casters for every meat plant use, the Rapids-Standard Co. produces floor trucks, hand trucks, gravity conveyors and other product handling equipment. The company's complete line is described and illustrated in a new catalog.

SEALING HANDBOOK REISSUED

"How to Seal Corrugated Shipping Containers," one of the most popular of a series of packaging handbooks published by the Hinde & Dauch Paper Co., has been revised and republished in a second edition. Although more comprehensive than the first issue, the current book condenses a maximum of information into the shortest length of reading time. Topics discussed in detail include sealing with adhesives, gummed



tape, metal staples or stitches and with metal straps or wires. The book is in a handy pocket size. Copies may be obtained without cost by addressing the company at Sandusky, O.

CORN BELT DIRECT TRADING

(Reported by U. S. Department of Agriculture, Agricultural Marketing Service.)

Des Moines, Ia., August 22, 1940.—At 16 concentration points and 10 packing plants in Iowa and Minnesota general demand was strong and prices, compared with last week's close, were 15@30c higher.

Hogs, good to choice

160-180 lb.	\$5.90@6.70
180-240 lb.	6.50@6.90
240-270 lb.	6.35@6.60
270-300 lb.	6.00@6.35
300-330 lb.	5.70@6.05
330-360 lb.	5.55@5.80

Sows

330 lbs. down.	5.50@5.80
330-400 lbs.	5.15@5.65
400-500 lb.	4.65@5.20

Receipts of hogs at Corn Belt markets for week ended with Aug. 22, 1940:

	This week	Last week
Friday, Aug. 16	17,900	19,500
Saturday, Aug. 17	18,000	24,200
Monday, Aug. 19	26,100	33,300
Tuesday, Aug. 20	17,200	19,000
Wednesday, Aug. 21	13,500	24,800
Thursday, Aug. 22	12,400	22,300

NEW YORK LIVESTOCK

Livestock prices at New York, Wednesday, August 21, 1940, as reported by U. S. Agricultural Marketing Service.

CATTLE:

Steers, medium	\$8.00	10.25
Cows, medium	6.25@7.25	
Cows, cutter and common	5.00@6.00	
Bulls, good	7.25@7.75	
Bulls, medium	6.50@7.00	

CALVES:

Vealers, good and choice, 163-185-lb.	\$11.00@13.00
Vealers, common and medium	8.00@9.50
Culls	6.50@7.50

HOGS:

Hogs, good and choice, 191-lb.	\$7.00
Hogs, 244-lb.	6.80
Packing sows, 395-lb.	4.75

LAMBS:

Lambs, spring, medium and good, 66-lb.	\$9.10
Lambs, common, 48-lb.	7.00
Ewes, medium to good, shorn	3.00@3.50

Receipts of salable livestock at Jersey City public market for the week ended with August 17:

	Cattle	Calves	Hogs*	Sheep
Salable receipts	1,854	906	411	4,287
Total, with directs	6,328	10,467	18,691	54,163

Previous week:

Salable receipts	1,033	1,812	450	1,925
Total, with directs	5,550	10,380	20,343	45,299

*Including hogs at 41st street.

SOUTHEASTERN LIVESTOCK

Combined receipts of livestock, as reported by the Agricultural Marketing Service, at seven Southern packing plants, for four days ended August 15:

	Cattle	Calves	Hogs
Four days ended Aug. 15.	644	296	3,227
Previous week	366	356	2,214
Same period 1939	755	262	4,649

Receipts of salable livestock at the seven plants for week ended August 19:

No.	Pct.
Local receipts (from within states of Georgia, Florida and Alabama)	1,434
In-shipments (from outside Georgia, Florida and Alabama)	2,677
Total	4,111
	100.0

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, August 22, 1940, as reported by U. S. Department of Agriculture, Agricultural Marketing Service:

Hogs (soft & oily not quoted). CHICAGO NAT. STK. YDS. OMAHA KANS. CITY ST. PAUL

BARROWS AND GILTS:

Good-choice:					
120-140 lbs.	\$5.15@5.90	\$5.35@5.90	\$5.00@5.70	\$5.50@6.15	
140-160 lbs.	5.65@6.50	5.85@6.40	5.75@6.50	5.50@6.35	5.75@6.60
160-180 lbs.	6.15@7.00	6.85@6.95	6.25@6.85	5.90@6.75	6.35@6.85
180-200 lbs.	6.75@7.15	6.80@7.10	6.65@7.00	6.65@6.90	6.80@6.90
200-220 lbs.	6.90@7.25	7.00@7.15	6.85@6.90	6.75@6.90	6.80@7.00
220-240 lbs.	7.00@7.25	7.00@7.15	6.75@6.90	6.75@6.90	6.45@6.80
240-260 lbs.	6.75@7.15	6.80@7.10	6.45@6.85	6.40@6.83	6.45@6.85
270-300 lbs.	6.35@6.85	6.35@6.85	6.15@6.60	6.15@6.70	6.00@6.55
300-330 lbs.	6.10@6.45	6.25@6.50	6.00@6.30	6.00@6.30	6.00@6.40
330-360 lbs.	5.90@6.25	6.10@6.35	5.85@6.15	5.85@6.15	5.85@6.15
Medium:					
160-220 lbs.	6.00@6.90	6.00@6.85	5.65@6.65	5.25@6.70	6.25@6.75

SOWS:

Good and choice:					
270-300 lbs.	5.90@6.15	6.05@6.15	5.75@6.00	5.65@5.85	5.80@5.85
300-330 lbs.	5.75@6.00	5.95@6.15	5.75@5.90	5.65@5.85	5.75@5.85
330-360 lbs.	5.60@5.85	5.75@6.05	5.65@5.85	5.60@5.75	5.70@5.80

Good:

360-400 lbs.	5.45@5.70	5.50@5.85	5.50@5.80	5.50@5.65	5.60@5.75
400-450 lbs.	5.10@5.50	5.30@5.70	5.35@5.65	5.25@5.60	5.55@5.75
450-500 lbs.	4.85@5.20	5.10@5.35	5.25@5.50	5.00@5.50	5.50@5.60

Medium:

250-300 lbs.	4.40@5.25	4.75@5.70	4.90@5.65	4.85@5.75	5.35@5.75
PIGS (Slaughter):					

Med. & good, 90-120 lbs. 4.50@5.15 4.85@5.40

Slaughter Cattle, Vealers and Calves:

STEERS, choice:

750-900 lbs.	11.25@12.25	10.50@11.75	10.50@11.75	10.75@11.75	11.00@11.75
900-1100 lbs.	11.50@12.25	10.75@11.75	10.75@11.75	10.75@11.90	11.25@12.00
1100-1300 lbs.	11.50@12.50	10.75@12.00	10.75@11.75	10.75@11.90	11.25@12.00
1300-1500 lbs.	11.50@12.50	10.75@12.00	10.75@11.75	10.75@11.75	10.75@11.75

STEERS, good:

750-900 lbs.	10.00@11.25	9.50@10.75	9.50@10.75	9.50@10.75	10.00@10.75
900-1100 lbs.	10.00@11.50	9.50@10.75	9.50@10.75	9.50@10.75	10.25@11.25
1100-1300 lbs.	10.25@11.50	9.75@10.75	9.50@10.75	9.50@10.75	10.00@11.25
1300-1500 lbs.	10.25@11.50	9.75@10.75	9.50@10.75	9.50@10.75	10.00@10.75

STEERS, medium:

750-1100 lbs.	8.00@10.00	7.50@9.50	7.75@9.50	7.50@9.50	8.75@10.00
1100-1300 lbs.	8.00@10.25	7.50@9.75	7.75@9.50	7.50@9.50	8.50@10.00

STEERS, common:

750-1100 lbs.	6.50@8.00	6.50@7.50	6.50@7.50	6.50@7.50	6.50@8.75
1100-1300 lbs.	6.50@8.25	6.50@7.75	6.50@7.50	6.50@7.50	6.50@8.75

STEERS, HEIFERS AND MIXED:

Choice, 500-750 lbs.	11.00@12.00	10.25@11.25	10.25@11.25	10.25@11.25	10.50@11.50
Good, 500-700 lbs.	9.75@11.00	9.25@10.25	9.25@10.25	9.25@10.25	9.25@10.50

HEIFERS:

Choice, 750-900 lbs.	11.00@11.60	10.25@10.75	10.25@10.75	10.25@10.75	10.00@11.00
Good, 750-900 lbs.	10.00@11.00	9.25@10.25	9.25@10.25	9.25@10.25	9.25@10.50
Medium, 500-900 lbs.	7.50@10.00	7.25@9.25	7.50@9.25	7.50@9.25	8.00@9.25
Common, 500-900 lbs.	5.50@7.50	6.00@6.25	6.00@6.25	6.00@6.25	6.00@6.25

COWS, all weights:

Good	6.50@7.50	6.75@7.75	6.50@7.25	6.50@7.50	6.75@7.75
Medium	6.75@6.50	6.00@6.75	6.25@6.50	6.25@6.50	6.00@6.75
Cutter and common	4.50@5.75	5.00@6.00	4.35@5.25	4.35@5.25	5.00@6.00
Common	3.50@4.50	3.50@5.00	4.00@4.35	3.75@4.50	3.75@5.00

BULLS (Yigs. Excl.), all weights:

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SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended August 17, 1940.

CATTLE

	Week ended	Prev. week,	Cor. week,
Aug. 17	Aug. 17	1939	1939
Chicago	21,697	22,810	25,416
Kansas City	21,323	19,059	19,102
Omaha	16,228	13,225	16,394
East St. Louis	9,695	9,202	10,421
St. Joseph	5,405	5,042	5,490
Sioux City	6,866	5,828	7,204
Wichita	3,425	2,061	3,285
Fort Worth	7,370	6,180	5,065
Philadelphia	11,784	10,904	11,657
Indianapolis	2,284	1,628	1,312
New York & Jersey City	8,229	7,035	7,647
Oklahoma City	5,822	5,032	5,954
Cincinnati	3,908	3,449	3,470
Denver	4,156	3,891	4,804
St. Paul	11,977	7,549	7,768
Milwaukee	3,087	2,497	3,098
Total	133,196	116,355	128,117

*Cattle and calves. †Not including directs.

HOGS

Chicago	71,216	74,029	62,140
Kansas City	25,336	26,632	23,119
Omaha	22,229	26,637	20,368
East St. Louis	49,264	48,857	38,837
St. Joseph	13,782	13,298	8,494
Sioux City	10,388	11,373	10,159
Wichita	7,142	6,008	4,916
Fort Worth	5,689	4,979	2,069
Philadelphia	13,682	11,800	16,109
Indianapolis	35,379	14,371	12,771
New York & Jersey City	35,317	36,820	30,102
Oklahoma City	16,180	6,989	6,138
Cincinnati	6,122	5,783	4,367
Denver	22,068	17,325	14,989
St. Paul	4,559	5,331	7,063
Total	325,095	330,700	282,080

*Includes National Stock Yards, East St. Louis, Ill., and St. Louis, Mo.

SHEEP

Chicago	13,467	12,229	42,241
Kansas City	14,407	10,359	12,383
Omaha	21,326	15,588	22,883
East St. Louis	12,923	9,739	12,416
St. Joseph	12,088	9,487	9,824
Sioux City	9,132	6,052	6,863
Wichita	2,751	2,193	1,503
Fort Worth	6,505	4,285	2,284
Philadelphia	4,234	2,946	4,406
Indianapolis	4,452	4,274	2,065
New York & Jersey City	73,554	57,773	54,709
Oklahoma City	2,599	1,822	1,806
Cincinnati	10,080	7,837	7,728
Denver	7,833	7,128	10,736
St. Paul	14,531	8,466	12,036
Milwaukee	1,349	1,030	1,754
Total	211,020	160,707	206,378

†Not including directs.

RECEIPTS AT CHIEF CENTERS

Receipts for week ended August 17 were as follows:

At 20 markets:	Cattle	Hogs	Sheep
Week ended Aug. 17	200,000	306,000	254,000
Previous week	186,000	317,000	210,000
1939	197,000	266,000	294,000
1938	194,000	245,000	336,000
1937	255,000	205,000	355,000
At 11 markets:		Hogs	
Week ended Aug. 17	233,000		
Previous week	271,000		
1939	220,000		
1938	201,000		
1937	163,000		
1936	205,000		
At 7 markets:	Cattle	Hogs	Sheep
Week ended Aug. 17	147,000	208,000	146,000
Previous week	125,000	217,000	123,000
1939	146,000	174,000	175,000
1938	139,000	158,000	206,000
1937	194,000	131,000	215,000
1936	213,000	172,000	179,000

PACIFIC COAST LIVESTOCK

Receipts for five days ended August 16:

	Cattle	Calves	Hogs	Sheep
Los Angeles	3,602	1,384	2,446	499
San Francisco	1,381	47	2,127	4,537
Portland	3,050	325	3,300	2,175

MEAT SUPPLIES AT EASTERN MARKETS

Reported by the U. S. Department of Agriculture, Agricultural Marketing Service

WESTERN DRESSED MEATS

	NEW YORK	PHILA.	BOSTON
STEERS, carcass	Week ending August 17, 1940.....	10,128	2,120
	Week previous	8,153	1,988
	Same week year ago.....	9,954	2,528
COWS, carcass	Week ending August 17, 1940.....	877	998
	Week previous	958	850
	Same week year ago.....	938	2,185
BULLS, carcass	Week ending August 17, 1940.....	481	56
	Week previous	503	654
	Same week year ago.....	386	763
VEAL, carcass	Week ending August 17, 1940.....	10,352	896
	Week previous	8,692	1,044
	Same week year ago.....	5,441	915
LAMB, carcass	Week ending August 17, 1940.....	41,136	9,391
	Week previous	38,888	10,222
	Same week year ago.....	44,530	12,792
MUTTON, carcass	Week ending August 17, 1940.....	1,626	197
	Week previous	1,295	250
	Same week year ago.....	1,881	486
PORK CUTS, lbs.	Week ending August 17, 1940.....	2,258,536	193,860
	Week previous	2,007,103	216,509
	Same week year ago.....	1,329,059	277,329
BEEF CUTS, lbs.	Week ending August 17, 1940.....	49,819	.....
	Week previous	51,610	.....
	Same week year ago.....	232,086	.....

LOCAL SLAUGHTERS

Week ending August 17, 1940.....	8,229	1,784	.....
Week previous	7,035	1,694	.....
Same week year ago.....	7,647	1,657	.....
Week ending August 17, 1940.....	14,238	2,573	.....
Week previous	14,519	2,691	.....
Same week year ago.....	15,208	2,260	.....
Week ending August 17, 1940.....	34,603	13,632	.....
Week previous	36,820	14,118	.....
Same week year ago.....	36,102	16,710	.....
Week ending August 17, 1940.....	73,354	4,234	.....
Week previous	57,273	2,946	.....
Same week year ago.....	54,790	4,466	.....

Country dressed product at New York totaled 2,179 veal, 6 hogs and 6 lambs. Previous week 1,608 veal, no hogs and 27 lambs in addition to that shown above.

WEEKLY INSPECTED KILL

During the first three weeks in August, federally inspected plants at 27 selected centers slaughtered 1,411,878 hogs compared with 1,382,041 head in the corresponding period last year. Hog slaughter in the first three weeks in July totaled 1,729,629 head compared with 1,441,971 head a year earlier and 2,143,700 in three weeks of June, 1940. Number of animals processed in 27 centers for week ended August 16:

	Cattle	Calves	Hogs	Sheep
New York Area ¹	8,229	14,132	35,617	73,879
Phila. & Balt.	3,502	1,499	23,789	3,898
Ohio-Indiana	9,550	3,681	43,248	21,322
Group ²	20,555	6,200	71,216	37,412
Chi. & Lower Area ³	11,068	10,343	49,264	16,000
Kansas City	13,282	5,788	25,336	18,059
Southwest Group ⁴	13,016	7,290	30,457	24,249
Omaha	13,414	822	22,229	23,233
Sioux City	6,109	200	10,388	11,075
St. Paul-Wisc.	16,957	12,304	52,689	12,905
Group ⁵	41,233	4,162	119,422	46,696
Total	135,305	66,421	483,655	290,627
Total Prev. week	122,071	61,156	495,354	215,216
Total last year	134,109	65,593	422,381	261,636

¹Includes New York City, Newark, and Jersey City. ²Includes Cincinnati and Cleveland, Ohio, and Indianapolis, Ind., and includes Atlanta, St. Louis, and El Paso, Tex., and St. Louis, Mo. ³Includes So. St. Joseph, Wichita, Oklahoma City, and Fort Worth. ⁴Includes St. Paul, Minn., Madison, and Milwaukee, Wis., and Milwaukee, Wis., and Cedar Rapids, Des Moines, Ft. Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, and Waterloo, Iowa. ⁵Packing plants included in the above tabulation slaughtered during the calendar year 1939 approximately 74% of the cattle, calves and hogs, and 82% of the sheep and lambs that were slaughtered under federal inspection that year.

CANADIAN LIVESTOCK PRICES

	STEERS	VEAL CALVES
Toronto	\$ 8.75	\$ 8.75
Montreal	8.50	8.25
Winnipeg	8.50	7.50
Calgary	8.25	8.00
Edmonton	7.75	8.00
Prince Albert	7.75	7.50
Moose Jaw	7.00	6.40
Saskatoon	6.75	7.00
Regina	7.00	6.50
Vancouver	8.00	8.00

*Montreal and Winnipeg hogs sold on a "f. & w." basis; all others "off trucks."

	BACON HOGS
Toronto	\$ 8.90
Montreal	8.75
Winnipeg	8.00
Calgary	7.70
Edmonton	7.00
Prince Albert	7.00
Moose Jaw	7.75
Saskatoon	7.50
Regina	7.75
Vancouver	7.45

¹Montreal and Winnipeg hogs sold on a "f. & w." basis; all others "off trucks."

²Montreal and Winnipeg hogs sold on a "f. & w." basis; all others "off trucks."

³Montreal and Winnipeg hogs sold on a "f. & w." basis; all others "off trucks."

⁴Montreal and Winnipeg hogs sold on a "f. & w." basis; all others "off trucks."

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²⁸Montreal and Winnipeg hogs sold on a "f. & w." basis; all others "off

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Position Wanted

A-1 SAUSAGEMAKER and foreman. 30 years experience—age, 46. Knows modern methods practiced in production of full line of sausages and loaves. Will locate anywhere. References. W-988, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

SUPERINTENDENT PORK FOREMAN—Young man, 16 years' experience in all departments. Perfect record in curing cellar. Can handle men. Strictly sober. Now employed. Write Box W-989, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

CHEMIST: 10 years' experience in research, product development and control. Long and short cures, sausage, loaf goods, canning and oil refining. Box W-990, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

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SALES MANAGER and Promotion man by small Eastern Meat Packer. Man with many years' experience in sales organization. Capable of handling 25 to 30 sales routes. Salary no object for the right man. Box W-982, THE NATIONAL PROVISIONER, 300 Madison Ave., New York, N. Y.

WANTED: BEEF AND PORK killing and cutting foreman. No booze fighter. Answer giving full particulars as to experience and salary expected. Box W-992, THE NATIONAL PROVISIONER, 407 So. Dearborn Street, Chicago, Illinois.

Business Opportunities

PACKING PLANT FOR SALE—fully equipped brick plant located just east of city; plant now operating; sausage room, coolers, five acres land. Write Roy F. Godfrey, 1603 Philtower Bldg., Tulsa, Oklahoma.

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Packing Equipment Wanted

Wanted for user: 2—50 and 100 lb. Silent Cutters; 2—50 and 100 lb. Stuffers; 2—100 and 200 lb. Mixers; 3—Grinders; Filter Press, Lard Cooling Roll. No dealers. W-718, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

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We wish to purchase a used Hydraulic Press. Advise immediately price, capacity, construction and other details. Naphthalene Products Co., 611 Title Guarantee Bldg., Birmingham, Ala.

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1—Sausage & Meat Equipment
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2—Meat Mixers, 35 gal. and 1000-lb.
1—Brecht 18" Filter Press.
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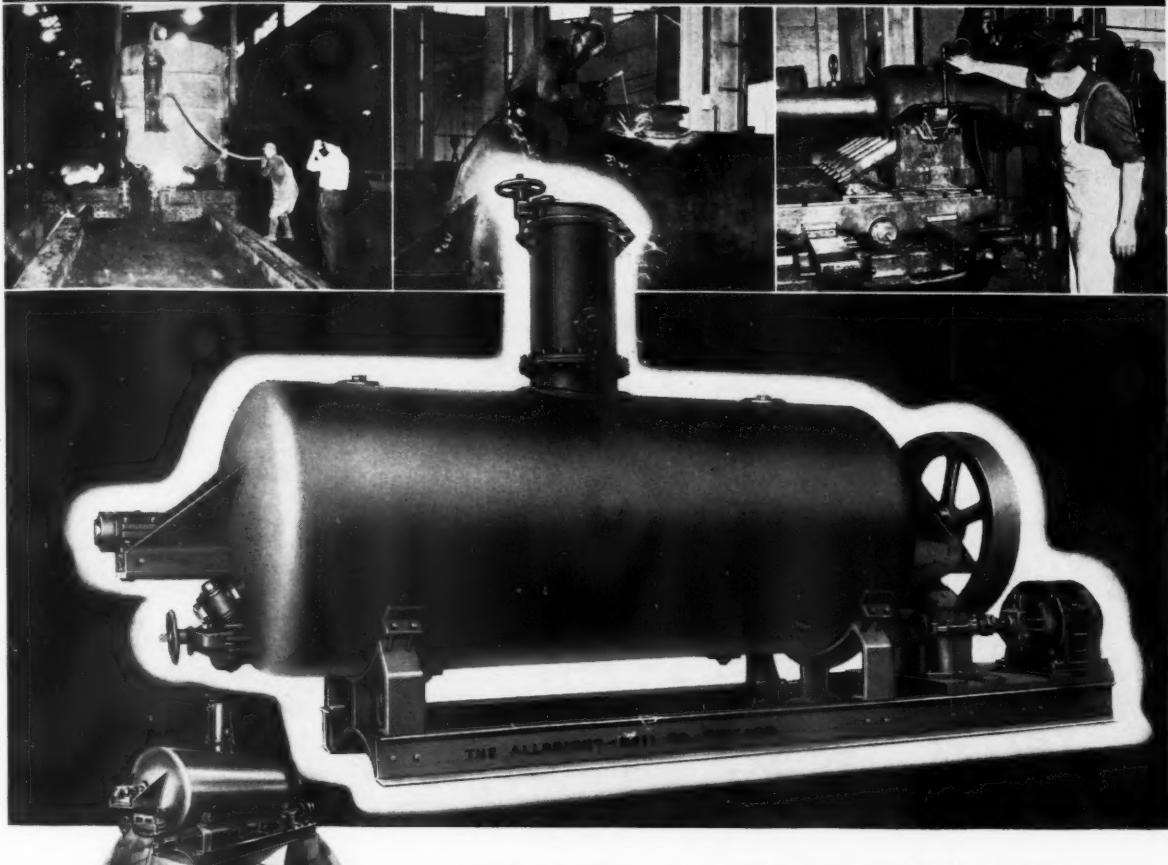
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are Built Up to a Standard - not Down to a Price



Laabs Patents

United States patents 1,317,675, 1,578,245, 1,630,124, and 1,761,480; Great Britain, No. 253,952; Australia, No. 2,279; France, No. 617,978; Argentina, No. 26,749; Canada, No. 277,703; Uruguay, No. 2,234; Germany, No. 511,131; Brazil, No. 18,817; Other U. S. and foreign patents pending.

Rendering Equipment can only be valued by the results obtained—not by its original cost. These results are measured by the important factors such as: satisfactory performance, cost of operation, durability, and dependability—and all of these must be judged by comparison. The Allbright-Nell Co. invites comparison, for in designing ANCO Equipment, we have always made it our purpose to produce machinery of the highest type for the meat packing industry, keeping in mind the vital factors of satisfactory performance, durability and dependability. ANCO Laabs Sanitary Rendering Cookers, by the hundreds, have been built up to this standard.

Write for Catalog No. 50

THE ALLBRIGHT-NELL CO.

5323 S. WESTERN BLVD., CHICAGO, ILLINOIS

117 LIBERTY STREET, NEW YORK, N. Y.

"ILL TAKE HALF A POUND
" OF THAT -"
"NO—I'LL TAKE
SOME OF THIS"



"Oh Dear, They All Look So Good, I Don't Know Which to Get!"

On parade in the dealer's case, the appearance of sausage has a powerful influence on the almighty Lady of the Pocketbook. She may not know—probably doesn't—much about grading, uniformity, processing, etc. But she knows that a plump, straight, well-filled piece of liver sausage (for example) appeals to her.

And you know that such liver sausage—such Braunschweiger and Thuringer, too—can only be had in natural casings. There is no satisfactory substitute.

SWIFT'S NATURAL CASINGS . . . insure fine appearance, protect and enhance fine quality of your sausage.

SWIFT'S NATURAL CASINGS . . . do this extremely well because of (1) large, dependable supplies, insuring (2) uniformity through (3) careful grading and (4) skillful processing.

So, as we go into the year's biggest selling season for liver sausage, Braunschweiger, and other products of this type, be sure yours enjoy the advantages of

FOR
A MINUTE
THIS LOOKS
WONDERFUL

Swift's Selected *Natural* Casings

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